

GRAIN & FEED JOURNALS

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A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

Scandinavian Night — Minneapolis Convention of Grain & Feed Dealers National Association

(See page 303 for identification of photos shown below)



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 352 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the Post Office at Chicago, Ill., under the act of March 3, 1879. Vol. LXXXIII. No. 7. October 11, 1939.

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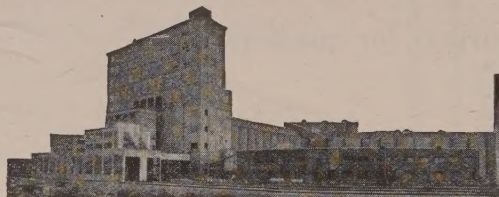
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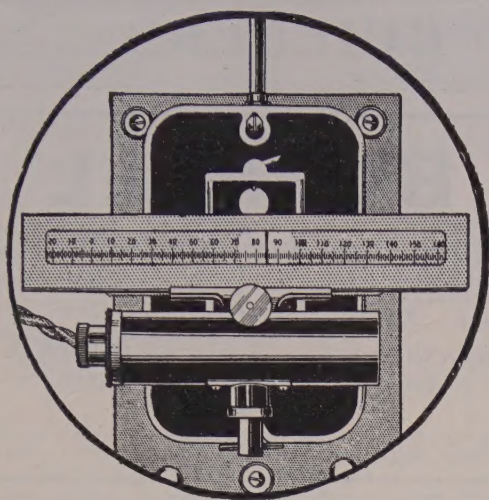
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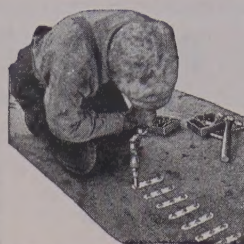


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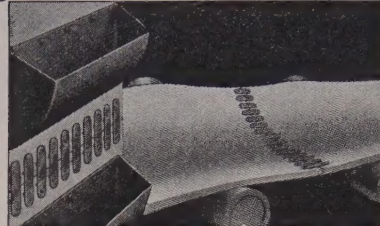


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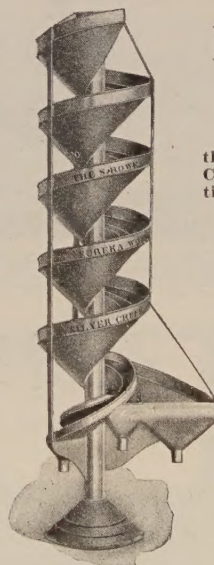
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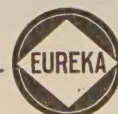
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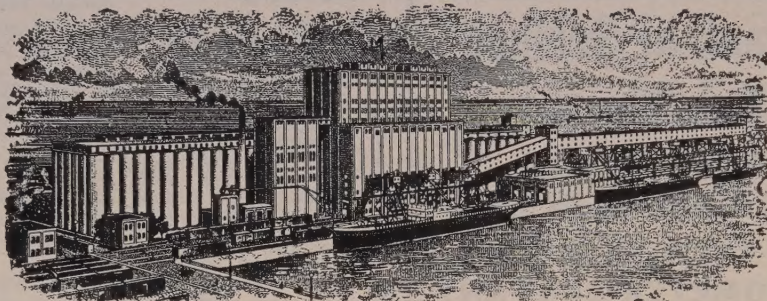
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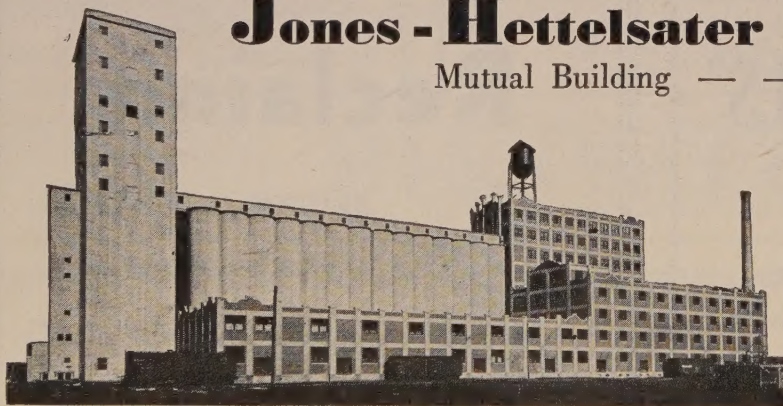
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GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants
Repairing and Remodeling

MINNEAPOLIS MINNESOTA

J. H. FISCH CO.

Elevator Builders and Movers
Barnesville, Minnesota

EIKENBERRY CONST. CO.

CONTRACTORS—ENGINEERS
GRAIN ELEVATORS—FEED MILLS
SEED CORN DRYING PLANTS
P. O. Box 146 Bloomington, Ill.

YOUNGLOVE

CONSTRUCTION CO.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS

Feed and Soybean Plants
Repairing
201 Grain Exchange, Sioux City, Ia.

TILLOTSON CONSTRUCTION CO.

FORMERLY THE

VAN NESS
CONSTRUCTION CO.

OMAHA, NEBRASKA

Building or Modernizing

Prompt Service
In 8 Surrounding States



Say you saw it in the

Journal

When you write our advertisers
Thanks

Shipping Notices Duplicating

A convenient form for advising receivers of the grade, kind and weight of grain shipped.

Loaded into car—initials and number, seal numbers, at.....
station on.....date; billed shipper's order notify.....
draft for \$.....; made through.....bank of.....
to apply on sale of.....bushels made.....

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy pressboard, hinged covers, with two sheets of carbon. Size, 5½x8½ inches. Weight, 8 ounces. Order Form 3 SN. Single copy, 75c; three copies, \$2.00, f. o. b. Chicago.

GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St.

Chicago, Ill.

Don't Breathe DUST Wear a DUPOR... New - Automatic - Rubber RESPIRATOR

Maximum Efficiency because of DOUBLE FILTER CHAMBERS! (Patent 2,000,064.) Two-in-one protection at lower cost than old types! Revolutionary construction, light weight, collapsible to fit the pocket! Easy breathing—clear vision—with unique Face Cloth for comfort. Why Breathe Dusts, Paint Sprays, Fumes, etc. ORDER YOUR "DUPOR" TODAY! PRICE \$18.00 per dozen. Extra Pads, 1c each.



H. S. COVER 1937 Chippewa St.
South Bend, Ind.

● Send \$1.50 Today
for SAMPLE!



THE CALUMET

(Protected by U. S. & Foreign Patents)

Increased Capacity
Perfect Discharge Superior Wearing Quality



We can also furnish these buckets in a new rustless, non-sparking metal for flour and soft feed. Less than one quarter the weight of steel and at a fraction of the price of standard stainless steel.

We handle a complete stock of Norway Flathead Bucket Bolts and Spring Washers

B. I. WELLER

SOLE OWNERS of the patent and SOLE Licensed Manufacturers in the U. S. under this patent.

220 W. Chicago Ave., East Chicago, Ind.

327 S. La Salle Street, Chicago, Ill.

STRONG-SCOTT MFG. CO., LTD., Winnipeg, Man.
Licensed Manufacturers for Western Canada

R. R. HOWELL & CO., Minneapolis, Minn.
Northwest Distributors

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

ADRIAN MILL AND ELEVATOR
For Sale; located in an excellent grain territory; on Carthage branch of the CB&Q. Address inquiries to Adrian, Illinois.

CENTRAL ILLINOIS—Two elevators located near each other in splendid grain producing territory for sale; large per cent of old corn crop back and big crop in making; priced to sell account aged owner retiring. Terms if desired. Address 83N2, Grain & Feed Journals, Chicago.

FOR SALE—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

SOUTHERN MICHIGAN—Elevator located in a good farming community and doing a nice business; elevator capacity, 10,000 bu.; feed mill with Burton feed mixer and Blue Streak hammermill with 40 h.p. motor, direct connected; corn sheller and corn cracker; two large warerooms; coal sheds; office building and equipment with platform scale beside office. Priced right to sell. Address 81V4, Grain & Feed Journals, Chicago.

ELEVATOR FOR LEASE

EAST CENTRAL INDIANA—10,000 bu. iron clad country elevator fully equipped for lease; doing good business in excellent territory, retailing grain, feed, seeds, fence, coal, etc.; on main highway. For further particulars, address 83S2, Grain & Feed Journals, Chicago.

MILL FOR SALE

FOR SALE, cheap; Buckeye Mill; oldest stand in county, complete ex. power; fine location for grinding and retail; good territory to draw from; no mills near. A. C. Duncan, Mt. Gilead, Ohio.

BUSINESS OPPORTUNITY

WANT MEN with capital to join me in soy bean processing plant; also lumber yard, feed mill and elevator for sale or lease. Either or all; terms. A. H. Hicks, Springfield, Ill.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

SEEDS FOR SALE

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Daily MARKET RECORD

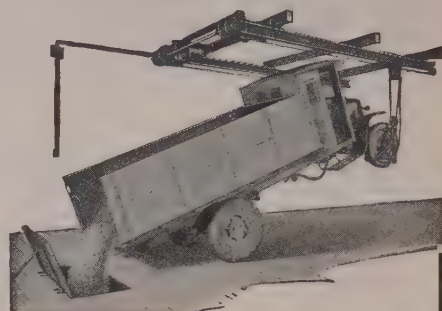
A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides space for recording hourly Board of Trade radio or CND quotations for Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets, size 9½ x 11½ inches, in a book. Well bound in tough pressboard. Shipping weight one pound. Order Form CND 97-5, Price \$1, plus postage.

Grain & Feed Journals
Consolidated
332 S. La Salle St. Chicago, Ill.

McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

L. J. McMILLIN
525 Board of Trade Bldg., Indianapolis, Indiana

KEEP POSTED

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office

.....

State

Improved Duplicating Grain Tickets

Use of Form 19GT as a scale book saves much time and labor as one writing with the use of carbon gives a complete record and at the same time, a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6¾ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book 7¼x12 inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner. Hauler, Grain. Grade and Dockage. Gross. Tare. Net. Total Dockage. Net Pounds. Bushels. Price and Amount. Storage Ticket No., Station Ticket No., and Date. Weigher. Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.20 plus postage.

Triplicating is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon, 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.65 plus postage.

GRAIN & FEED JOURNALS
Consolidated

332 So. La Salle St. Chicago, Ill.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 82A7, Grain & Feed Jnls., Chicago.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 82A9, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 82A10, Grain & Feed Journals, Chicago, Ill.

FOR SALE—No. 10 Monarch ear corn crusher; right hand; like new used four months, \$200. Madison Milling Co., Madison, Minn.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 82A8, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

ONE TYPE Y style H Fairbanks used engine, 25 h.p., good condition; one 9x18 Nordyke double roller mill; two 7x14 Nordyke double roller mills. Auburn Roller Mills, Auburn, Ky.

DOAK SPOUT HOLDER—"Best on earth." Price \$10.00, satisfaction guaranteed; full information on request. Manufactured and distributed by Superior Mfg. Co., Albert City, Iowa. Sold by several elevator supply houses.

AT A SACRIFICE—One Brown-Duvel moisture tester, one grain trier, one sample pan, one four-in-one scale, and several small testing screens for sale. Consumers Coal Co., Sault Ste. Marie, Mich.

ELEVATOR EQUIPMENT for sale; Owens No. 10 Fan Mill; No. 3 Rowell Hammer Mill; Hart Parr 36 h.p. Engine; 30 ft. 6 in. Well Casing; one man Elevator; Scalor and Dump. E. T. Martin, Simpson, Minn.

FOR SALE—1 40 h.p., 3 phase, 720 r.p.m. slipring motor; 1 10 h.p., 3 phase, 1,700 r.p.m.; 2 5 h.p., 2 phase; 2 bbl. mixing machine, good condition. Acme Burlap Bag Co., Inc., 42-44 Emerson Place, Brooklyn, N. Y.

FOR SALE—Monarch 20" double attrition grinder, 15 h.p. motors; used very little, newly overhauled and practically a new machine; complete with starter box, \$600. McKercher Milling Co., Wisconsin Rapids, Wisconsin.

FOR SALE—1 75 h.p. Allis-Chalmers, Ind. Motor, 3 ph., 60 cy., 440 v., 720 r.p.m., starter; bargain; 1 200 h.p. Fairbanks-Morse ball bearing, Ind. Motor, 3 ph., 60 cy., 440 v., 1200 r.p.m., with outboard bearing, all on cast iron base, with starter; like new. Ralston Purina Co., Fort Worth, Texas.

MILLS, ENGINES, MOTORS—Duplex hammer mill direct connected 50 h.p., 3600 r.p.m., 220 volt AC Fairbanks-Morse ball bearing motor complete with blower, dust collector, piping, dump scale and drag line; 24" Bauer attrition mill with two 20 h.p. General Electric direct connected motors, 25 h.p. International gasoline engine; 25 h.p. Fairbanks-Morse oil engine; all priced to sell. Large stock electric motors all types and sizes, for farm, mill and elevator; rebuilt and guaranteed at money saving prices. Write us on your requirements. Rockford Electric Equipment Co., 728 So. Wyman St., Rockford, Illinois.

INCREASED CAPACITIES—

A complete stock of buckets, leg belts, head pulleys, motors and head drives enables us to quote you promptly and exactly on the proper equipment to increase the elevating capacity of your elevator legs to any speed you may desire, yet keep power costs low.

Write us about your needs.
No obligation, of course.

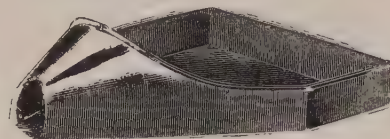
WHITE STAR COMPANY
WICHITA, KANSAS

MOTORS—GENERATORS**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

MOTORS-PUMPS: Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

SAMPLE PANS

Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00;
Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65, at Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago, Ill.

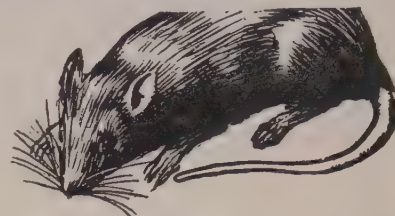
SCALES FOR SALE

SCALES—Motor truck, warehouse, dump, tank and hopper. Bargains. New and used. All capacities. Guaranteed. 30 day free trial. Bonded Scale Co., Dept. GFJ, Columbus, Ohio.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size $4\frac{1}{2} \times 7$ inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

SELL YOUR SECOND HAND Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**K-R-O FAST-SELLING RAT EXTERMINATOR!**

BIG sales, big profits! Get your share by featuring, displaying K-R-O (kills rats only). It's by far the fastest-selling rat exterminator because it is not a poison, harmless to live stock and poultry, but kills more rats than anything else. K-R-O is made of oven-dried squill, a raticide recommended by U. S. Dept. of Agriculture (Bul. 1533) and has been on the market for twelve years. It is steadily advertised in poultry and farm papers. Get behind K-R-O. Retailers for 75c in powder form (specially for farms) and 35c and \$1 Ready Mixed (no bait to buy). A long profit item, a real money-maker. Write us for dealers' prices. K-R-O Company, Springfield, Ohio.

K-R-O
KILLS-RATS-ONLY

Improved Grain Tickets

Owner		
Hauler	Grain	Grade
		Dockage
		%
Gross		
Tare		
Net		
Total Dockage		
Net Pounds		
Bushels		
Price	Amount \$	
Storage Ticket No.		
Check No.		
	Station	
No.	19	
	Weigher	
Name of Firm or Buyer		

(Illustration is one-half size of original ticket.)

Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by $6\frac{3}{4}$ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is $7\frac{1}{2} \times 12$ inches, supplied with 5 sheets of No. 1 carbon.

Duplicating. Weight, $2\frac{1}{2}$ lbs. Order 19GT Dup. Price \$1.20, plus postage.

Triplicating is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon, 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

Cash with order for twelve books earns 10% discount.

Send all orders to

Grain & Feed Journals Consolidated
332 So. La Salle St., Chicago, Ill.

The WEST Meets the EAST at

BUFFALO

A Balanced Market

GRAIN Commission merchants, track buyers, elevating and forwarding facilities, storage plants, feed mills, flour mills, all in number and variety, give Buffalo every advantage in expeditiously handling grain. Competition is keen, bidding is active, and elevators are equipped with modern machinery for drying, cleaning, clipping, or otherwise improving every kind and grade of grain at reasonable cost.

FEED Buffalo is the natural gateway from the vast grain-producing sections of the West to the large consuming territory of the East. Lake, rail and canal transporting facilities converging at this gateway, have developed a diversified business in feeds. It is the home of a number of active feed wholesalers and large commercial feed manufacturers.

SEED Seed wholesalers, with outlets to the vast hay and pasture sections of the Northeast, that make possible its dairying and live-stock industries, make Buffalo an active market for offerings of grass and field seeds in large and small lots.

DEAL WITH THESE FIRMS

Southwell Grain Corp.

Consignments—Grain & Feed Merchants

Wood Grain Corp.

Consignments

Lewis Grain Corp.

Grain Merchants—Consignments

Eastern Grain Elevator Corp.

Receivers—Shippers—Elevator Operators

S. E. Provoost

Broker—Grain and Feed

Cargill, Incorporated

Grain Merchants

O. E. Auerbach, Inc.

Dried Milk—Grain Brokerage—
Consignments

American Elevator & Grain Division

Russell Miller Milling Co.

Receivers—Shippers—Elevator Operators

J. G. McKillen, Inc.

Receivers—Consignments

**Kellogg Grain & Elevator Division
of Spencer Kellogg & Sons, Inc.**

Elevator Operators—Soybeans & Barley

Continental Grain Co.

Grain Merchants

**Standard Elevator & Grain Division
of Standard Milling Co.**

Receivers—Shippers—Elevator Operators

Sunset Feed & Grain Co., Inc.

Grain and Feed Consignments

Craver-Dickinson Seed Co.

Buyers and Sellers—Carlots or less

The Stanford Seed Co.

Field Seed Merchants—Carlots or less

Allied Mills, Inc.

Feeds

Archer-Daniels-Midland Co.

Grains, Soybeans and Feeds

Checkerboard Elevator Co.

Grain and Feed Merchants

Let BUFFALO Serve You Always

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

**AMERICAN ELEVATOR &
GRAIN TRADE**
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., OCTOBER 11, 1939

YOUNGER members in the grain business desiring to have a broader knowledge of its many ramifications will find the course starting this month by the Grain Exchange Institute a valuable source of information.

TEXAS DEALERS are on the lookout for Walter Golding, a trucker, who after gaining the confidence of elevator men stings them with a rubber check and disappears. Probably he may be working in your territory now.

SHIFTING of corn and live stock production to the Southern states to the disadvantage of the Corn Belt states, which lose a market for much corn formerly shipped to the Southeast is one consequence of government control. Another is complained of by the director of the Georgia state department of public welfare protesting against shipments into Georgia by the F.S.C.C. of dairy products from Wisconsin which state taxes oleomargarine, a product of cottonseed, 15 cents a pound.

BUYERS of field and grass seeds who have annual requirements to satisfy find it profitable to get in touch with localities that are increasing their production as reported from time to time in our Field Seeds department.

COUNTRY SHIPPERS now realize the great benefits of attending a grain grading school, in fact so many indicated a desire to attend the Minneapolis school last week it was found necessary to refuse the reservations of residents of the twin cities, in order to accommodate shippers from the country.

THE ODIUM of exacting unreasonable margins from traders in futures can not be cast on the government, the chief of the C. E. Adm. have stated at the Minneapolis convention that: "Under the Commodity Exchange Act we have no authority to regulate the amount of the margin deposited on future trades."

SEALING of truck-loads of grain on which certificates of grade or weight have been issued may become necessary if the certificate is to have any value after the trucker has passed out of sight. After unloading a certificated truck-load of No. 2 corn the trucker can pick up a load of No. 3 and use the No. 2 certificate to effect a sale. Throwing off part of the load and using the weight certificate for subsequent delivery of short weight is an old trick in the city coal trade that some grain truckers are only too eager to copy.

THE BUROCRATIC tendency to make arbitrary rules incapable of adjustment to varying conditions was never better exemplified than by the order of the Secretary of Labor that iron and steel workers under the Walsh-Healey Act must be paid 62½ cents an hour. The Secretary ignored the specific provision of the law that wages must be fixed "locally" and fixed them on a broad national basis, perhaps to save herself the trouble of studying each local situation. The steel companies appealed to the court which on Oct. 3 decided that the action of the Department of Labor was "not only unwarranted, but incongruous."

A FALLING OFF in the volume of future trading to less than 10,000,000 bus. per day in all wheat futures on the Chicago Board of Trade during January, February and March has led to a belief that future trading has decreased compared with many years ago. Examination of the charts published elsewhere shows this to be fallacious, the daily volume in January, 1938, being 22,979,000 bus., being about double the 11,867,000 bus. daily volume of January, 1924. Students of volumes declare that the only salient conclusion to be drawn is that the volume of speculation rises in four-year cycles, as in July, 1925; July, 1929; July, 1933; and July, 1937, the next to be in 1941.

IT IS taking the federal government too many years to prove that private operation of barge lines can be made profitable; and the experiment might as well be abandoned.

A TIGHT car situation is reported to be developing in a few localities; and shippers should be on their guard to learn at the earliest moment of any embargo by the carriers that will delay shipments from their elevators to fill contracts.

GRAIN elevator operators' difficulties with the "area of production" are as nothing compared with the troubles of big manufacturing concerns, such as a locomotive works at Philadelphia, which on Oct. 5 filed 4,183 exceptions to a trial examiner's report to the N.L.R. Board.

THE WORLD has a quarter billion more bushels of wheat than a year ago, which is sufficient reason for the fall in prices since early September. After the warring nations have dipped into their heavy accumulations of wheat the market can be expected to get its second wind for new high prices.

PLEASE BEAR in mind that this is Fire Prevention Week and you are expected by all friends who favor fewer fires and lower fire insurance costs to correct all the known fire hazards of your plant. It is your civic duty to do everything in your power to prevent fires and to provide facilities at every point of advantage to extinguish fires in their incipency.

THE WAREHOUSE Commissioners Ass'n just organized at Minneapolis has a wonderful opportunity to be of real service to the grain warehousemen at country stations by broadening state regulations to permit the country trade to utilize terminal storage for their local surplus. After the farmer who has stored grain with the local elevator operator is fully protected the latter should be permitted to run his business in the most economical manner and with utmost freedom.

GRAIN SHIPPERS who carefully inspect all box cars before loading grain into them will join the weighmasters in protesting against the wood lining of the ends of the new style box cars having corrugated ends which is fully described and illustrated elsewhere in this number. Where linings of box car ends or sides are vertical, it is comparatively easy for grain to leak in behind the lining, but next to impossible to get grain out without destroying the lining. Trouble for those using this new style box car can be avoided by completely lining the inside of each box with heavy paper and this every cautious shipper will do if he is anxious to avoid a heavy shortage in his shipments.

WITH 257,000,000 bus. of old corn depressing the market value the CCC should be dissuaded from lending any more money on corn on the farm or elsewhere.

THE PROTRACTED drouth has caused so much comment and complaint as to discourage all weather prognosticators, but it now seems certain that the planting of winter wheat has been so long delayed, the Hessian fly will not get a chance at the growing grain this fall.

SALES PUFFERY hitherto indulged in by old line merchandisers and manufacturers with the utmost freedom must be eschewed by sellers desiring to steer clear of a citation by the pestiferous Federal Trade Commission. No longer is it safe to describe a product as the best of all.

IT IS UNFAIR to the grain merchants and the railroads for the government to take title to grain and ship in its name to take advantage of the reduced land grant rates of freight. Such government intrusion into private business is a step toward the totalitarian state, and to paraphrase the Great Emancipator, the country can not endure one-half free and one-half totalitarian.

GRAIN ELEVATOR operators are scrutinizing all old corn offered for storage, because they naturally are opposed to taking in any grain infested by weevil or the Angoumois moth. These pests multiply so rapidly, it is most difficult to free an elevator from their destructive activities. Some vigilant operators have recently refused to accept infested grain for storage or transfer.

ONE OF the encouraging innovations recently reported from New Mexico is group meetings of western merchants demanding the enactment of uniform state laws for the reasonable regulation and licensing of itinerant merchants and truckers engaged in intrastate commerce. These progressive merchants also demand the repeal of all state laws designed to prevent the free flow of commerce between states. This recognition of the disadvantages of state bars to interstate commerce is a real step forward and merits encouragement by all merchants.

TWO EASTERN fires reported in our news columns originated from the activities of young boys. The most disastrous of the two fires was credited to three small boys smoking cigarettes in a hay barn of a large feed warehouse. When discovered, they tossed their cigarettes into the hay and ran rapidly away. The other fire was traced to children who built an open bon fire close to a feed mill in Hornell, N. Y. Evidently, it behooves property owners to keep a vigilant lookout for young fire worshipers and embryo smokers who are anxious to avoid observation.

THE ENCOURAGEMENT given the friends of sabotage by the N.L.R.B. seems to have given so much confidence to those disposed to ignore the rights of person and property, that manufacturers have suffered heavier than usual losses from mysterious fires and a number of feed mill fires have been credited to incendiarism. With an increase in the number of destructive fires, property owners would naturally be expected to watch more vigilantly the expiration dates of their fire insurance policies, but sad to relate, several total loss fires have been reported recently without any insurance.

War Liquidating the Grain Trade Abroad

It is fortunate for grain merchants in neutral countries that the British Government is taking over contracts abroad with fairness to all.

There is no unwarranted cancellation, no treatment of contracts as "scraps of paper." The British Government simply steps into the shoes of the English grain merchant, not only as to cash transactions but in futures as well, assuming the short position when offset by a corresponding long position, the trader being abandoned to cover his shorts only when they exceed his long position.

This eminently fair dealing by a government with power to oppress is just what might be expected of a nation dominated as England is by the merchants, who gave the world the Liverpool Corn Exchange, seamen the Plimsoll mark and shipowners everywhere the London Lloyds to protect them against loss.

Discounting Machine Picked Corn

Grain dealers everywhere have been sorely tried by difficulties experienced in cleaning machine picked corn from the cobs and husks. Buyers not only suffer loss of grain due to their inability to separate all the corn, but the excessive amount of husks creates an unusual fire hazard as is clearly illustrated by an item in our news columns from Victoryville, Michigan, in this number.

The excessive volume of husks made it difficult to get them through the cleaner with the result that the husks became tightly wound about the cleaner shaft and were ignited by friction. When discovered, not only was the cleaner a fiery furnace, but fire had also become communicated to the large pile of husks discharged from the cleaner. Every buyer of machine picked corn who attempts to clean the shelled corn with an old style cleaner is inviting trouble.

Some elevator operators are refusing to accept machine picked corn until the husks have been removed. The expense and hazard accompanying the separation justifies a heavy discount for all machine picked corn.

The National Meeting

The 43rd annual convention of the Grain & Feed Dealers' Nat'l Ass'n in Minneapolis last week crowded a week of ordinary convention work into two days and brought together in many group meetings, men deeply interested in special subjects assigned to the different groups for consideration; thus, many dealers were brought together for the active consideration of subjects in which all were deeply interested.

Few diversions were ventured from the direct discussion of the problem assigned and most sessions closed with every man in attendance who was there at the start. The two general sessions were well attended and, although of short duration, discussions of grain trade problems were presented by leaders and all formal business was quickly dispatched.

While many trade leaders had hoped for the presentation of definite plans for the permanent relief of the grain trade from the present uncertainty and confusion, all seemed willing to co-operate with the government officials in securing relief from blundering regimentation and in the hope of securing the more efficient marketing of grain. As was clearly pointed out by several speakers, the interests of the grain grower and the grain merchant are not antagonistic. Both are directly interested in all grain being properly prepared for market and sold at a fair price.

All sessions were well attended and the subjects presented were clearly discussed. The vacillating markets may have kept many dealers at home, but those who did come felt well repaid for the journey.

One definite feature of association work which every grain dealer will quickly recognize is that by co-operating through state and national associations, the members of any business can solve more satisfactorily the pressing problems of the trade than can any individual or small group of individuals. The eighteen local secretaries attending the National Ass'n convention represented a membership of over 5,500 grain dealers and, with their council and of the grain dealers back of them, they should be able not only to solve every trade problem, but to exercise an influence for fairness, stability and reason.

THE BARLEY kernel is a tender baby and must be handled with care to please the maltster who does not like barley that has sustained mechanical injury to its skin.

THE SHIPPER who has his scales tested periodically and knows they are correct should be willing to co-operate with terminal weighmasters by placing in the cars the uniform shippers' weight cards, and thus build up his own reputation for accurate weighing to his advantage in case of shortage.

The Wheeler Bill a Tax on Bread

For an understanding of the Wheeler Bill, S. 2395, readers are advised to read carefully the impartial analysis prepared by the agricultural department of the Chamber of Commerce of the United States and published on page 293 of this number as a part of the address by Delos L. James, at Minneapolis.

This so-called wheat certificate allotment plan is but a processing tax in disguise, with the Secretary of Agriculture authorized to set the tax at anything from \$1.13 to \$1.99 per barrel of flour.

The bill is pending in Congress and may be called up at any time. It has the powerful backing of the National Farmers Union.

Under the bill the flour miller must attach to his tax return wheat allotment certificates equal in amount to one and one-fifth the number of bushels of wheat used in manufacture. The miller buys these certificates from the Secretary at a price based on present parity, of 35.4c per bushel or \$1.63 per barrel. The proceeds of the sale of certificates do not go into the Treasury, but are paid out by the Secretary to farmers, so that on an allotment of 1,000 bus. of wheat the farmer would be paid \$360.00. To get this payment, moreover, the farmer must have consented to go under the yoke of compliance.

The growing reluctance of Congress to appropriate money for farm subsidy is back of this substitute scheme for raising funds. The bill contains no provisions for appeal from unjust enforcement.

WHEN contemplating the improvement or remodeling of grain handling and storage facilities it is a real economy to call in for consultation an experienced builder who knows material and labor costs as well as arrangement of the machinery and equipment to give economical and satisfactory service.

Tax on Accommodation Trades Upheld

The Supreme Court of the United States on Oct. 9 refused the petition of Chicago grain brokers to review a decision by the Circuit Court of Appeals for the Seventh Circuit dismissing their appeal from a lower court decision holding accommodation trades taxable.

The petitioners were F. S. Lewis & Co., Uhlmann & Benjamin, Stratton Grain Co., Uhlmann Grain Co., Continental Grain Co. and the trustee for the Rosenbaum Grain Corporation and the Chesapeake Export Co., whose argument was that the trades were not "sales" within the meaning of the statute.

The law taxed at 1 cent per \$100 of value "each sale, agreement of sale, or agreement to sell at, or under the rules or usages, of any exchange or board of trade, or other similar place, for future delivery."

Plaintiffs sought to recover \$6,403 paid in taxes under this 1926 revenue law.

The government's position was that the Supreme Court had ruled on the question in a previous case, holding that it was immaterial whether the transaction was a sale, as the tax is on the privilege of using the facilities of an exchange.

Official Grading of 1939 Immature Soybeans

H. H. Whiteside, in charge of grading soybeans at Chicago for the federal government, on Oct. 3 issued the following letter of information to dealers in and shippers and processors of soybeans:

"The condition or quality of the 1939 crop of soybeans due to the presence of green, undeveloped or immature beans is somewhat unusual. Whatever may be the cause of this condition, its prevalence has resulted in some concern among all groups interested in the marketing and processing of this crop. Some misunderstanding also developed with reference to the grading of soybeans of this character. Steps were taken immediately to correct any disparity or lack of uniformity in the interpretation of the grades by Federal licensed inspectors. Already there is evidence that these efforts are effective.

"Inspectors have been instructed to observe the following points in grading soybeans of this character:

1. Immature beans are considered sound if the individual bean is plump, well developed and not damaged by weather, heat, frost, etc., and a cross-section thereof shows the meat to be firm and of a light green color with a tinge of yellow.

2. If the meat, as shown by a cross-section, is an intense green color or if it is green and of a mealy consistency, the bean is interpreted as "damage" for purposes of the official U. S. grades.

3. It is impossible to accurately determine whether such immature soybeans are damaged without cutting them crosswise. Use the knife freely and cut all beans crosswise that are suspected as being damaged according to the above description.

4. In order to expedite grading soybeans of this character, inspectors may reduce the portion of the sample to be separated for damage to approximately 100 grams. The important thing is to be sure that all damaged soybeans in this 100 grams are detected.

"These instructions were supplemented by type samples illustrating sound and damaged beans for purposes of the official U. S. grades. The line of demarcation between sound and damaged beans was based on chemical analyses of a representative number of samples of the 1936 and 1937 crops containing green immature damage and on limited tests of the 1939 crop which confirmed the earlier results. All results point in the same direction; and that is the line reflects the point where acid value of the oil begins a definite upward trend.

"No change has been made in the official U. S. standards for soybeans. The interpretation of damage in the immature or green colored beans has been adapted to the application of the existing standards. This interpretation of the standards will be followed unless and until general utilization of the oil indicates that it does not accurately reflect the quality of the manufactured product. Efforts will be made to conduct further studies of this condition in co-operation with interested groups so that appropriate action can be taken at any time the situation seems to warrant it."

J. E. Barr, chief of the soybean inspection service, at a meeting of cash grain men in the Chicago Board of Trade Oct. 4, said:

"It is possible that many of our inspectors may have been rigid in their grading, confronted as they were with the unusually high percentage of immature beans in this year's harvest."

Licensed inspectors will be less rigid in interpreting the grades under samples supplied by the government officials, indicating that a little green in the center is not damage, while green to the outer shell is damaged.

The Federal Trade Commission has issued a complaint against the National Grain Yeast Corporation, Belleville, N. J., charging it with price discrimination and payment of brokerage in violation of the Robinson-Patman Act, and with giving secret gratuities in violation of the Federal Trade Commission Act.

Soybean Grading Vastly Improved

Inspectors examining early arrivals of the new soybean crop found many samples with a green center in the bean; and, considering them damaged, gave the carload the bottom grade designated "Sample."

Out of 229 cars of soybeans received at Chicago the week ending Sept. 30, 35, or 15 per cent, were graded "sample."

The following week, ending Oct. 7, out of 708 cars received only 17, or 2.4 per cent were graded "sample."

Two reasons are given for the great improvement in the grading recently. One is that the beans now received are riper than the earlier arrivals, and the other is that the inspectors have been given a new interpretation of the rules for grading soybeans, as described elsewhere in this number.

Grading of Soybeans at Chicago
Yellow

	No. 2	No. 3	No. 4	S.G.
Sept. 25.....	9	10	5	2
Sept. 26.....	9	13	2	2
Sept. 27.....	12	13	6	..
Sept. 28.....	11	19	14	5
Sept. 29.....	5	16	15	2
Sept. 30.....	2	9	24	24
Oct. 2.....	50	66	29	8
Oct. 3.....	30	25	10	1
Oct. 4.....	42	32	5	1
Oct. 5.....	54	56	6	1
Oct. 6.....	114	71	8	5
Oct. 7.....	59	24	10	1

It is startling to note that on Saturday, Sept. 30, there were only 2 cars of No. 2 and 24 cars of sample grade; while a week later, after the inspectors had digested their new instructions there were 59 cars of No. 2 and only 1 car of sample grade.

Corn Crop 2,532,417,000 Bus.

Washington, D. C., Oct. 10.—The U. S. Dept. of Agriculture forecasts a crop of 2,532,417,000 bus., just a little more than the 2,542,238,000 bus. harvested last year.

The wheat crop, both Spring and Winter, was placed at 739,445,000 bus., about 6,000,000 in excess of the forecast a month ago and comparing with 931,000,000 harvested in 1938.

CCC Storage Simplified by New Warehousing System

A number of country elevator operators in the corn belt are storing corn delivered to the Commodity Credit Corp. in satisfaction of loans without complicated procedure and with no liability by the use of a warehousing service offered by the Inland Warehousing Co. of Chicago.

The grain dealer does not need to secure a license, furnish bond, keep storage records, make reports to the commission, issue warehouse receipts, nor assume the liability of warehouse receipts.

Under this plan the Inland Warehousing Co., licensed warehousemen, establishes the elevator as a bonded warehouse, secures licenses when necessary, posts legal liability insurance for the full value of the grain stored, issues the warehouse receipts, furnishes regular grain inspection, keeps all records and accepts all liability as warehousemen.

By the use of this system, the grain dealer is furnished with a legal, licensed warehousing service which produces warehouse receipts meeting all requirements of the Commodity Credit Corp.

All parties are fully protected by a bond and warehousemen's insurance to the full value of the grain rather than the required 2½ cents per bushel bond, from which might arise a deficiency judgment.

The cost of the Inland system of grain storage is low, ⅞c to 1/10c per bushel per month, according to the amount of grain stored, and it operates in any elevator without interfering with the grain dealer's normal business. It can be put in operation on very short notice in any elevator.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Value of Wheat in 58c Dollars

Grain & Feed Journals: What is the use to tax your brain with thinking when the big wind gets all the breaks?

The price of wheat today is about 84c, equal to 50c per bushel eight or ten years ago. If there is any yardstick to measure the value of the results obtained by the big wind you have it right there. If the farmers of this country want to continue to be led by the big voice with no brain, why should the grain dealer worry about it? He can handle wheat at a profit, whether the price be 50c, \$1.00 or \$2.00.—J. W. Greenfield, Blanchester, O.

Handling Grain the Political Way

Grain & Feed Journals: We just want to say that the present method of our Government in the handling of grain the Political way, or the better way to state this is by the way of the most expense to the taxpayers, and the most revenue to the Job holders. Why say this C. C. C., who has as its head Mr. Wallace, can just be changed any day to suit the man asking.

It is evident that all current business, that is established business, will have to go if things are not corrected. The Government has the monetary setup of the Nation, and can borrow more money to cover losses, or if necessary work the currency by inflation. We have too much play in the face of no work. No Democratic Government can function under our present program. Our labor has just about been ruined by the Wage and Hour law.—Auburn Roller Mills, Auburn, Ky.

Discounts to Be Fair on Green Soybeans

Grain & Feed Journals: Soy bean harvest is getting under way, faced with a new problem this fall. Never before have green beans appeared in numbers large enough to cause concern. Part of the trouble is immature beans, part due to harvesting the crop before the beans have had a chance to mature properly. There has been very little rain, no dews, and beans have not had a chance to cure properly. The oil and protein content is normal, the difficulty principally is in the color of the oil.

All inspectors now have the government interpretation of what should be classified a damaged bean, and oil refiners will also know what the cost of refining oil from the green beans will be. We feel sure that everything will be ironed out so that discounts on damaged (green beans) will be fair and entirely satisfactory to all concerned.—Baldwin Elevator Co., Decatur, Ill.

Slow Up the Cleaner and Save the Corn

Grain & Feed Journals: Reducing the speed of our revolving screen corn cleaner enables us to screen out shelled corn completely, in spite of the excessive volume of husks that machine pickers cause to be delivered in the ear corn we buy.

We have a 1,000 bu. per hour corn sheller, and a 1,000 bu. per hour revolving screen cleaner. The husks pack up in the cleaner when the machines are operated at full speed, but when the speed is reduced to turn out 350 to 400 bus. per hour we experience no trouble, and no carryover of corn.

The reduction in speed is not made in the

machines, but in the rate at which the ear corn is fed to the sheller and then to the cleaner. The speed of the ear corn drag is reduced to slow up the feed into the sheller.—H. G. Tyler, Lowell Grain & Hay Co., Lowell, Ind.

Buy Soybeans on Basis of No. 4

Grain & Feed Journals: In Indiana we are confronted with a situation on the soybean crop which we have never experienced before.

Our largest crop ever grown is excellent as to quality and dryness in moisture, but with an exceptionally high percentage of green beans, which will be graded as "damaged."

The situation is serious and giving great concern to the processors and also the elevators in trying properly to buy these beans on grade.

At a large meeting in Kokomo at which representatives of soybean processing plants were present, it was decided that beginning immediately soybeans will be bought from the farmer on the basis of No. 4 beans. Other grading factors as to foreign material, etc., will govern just as if the basis was No. 2 grade.

The utmost care must be exercised by grain dealers in buying these beans on this crop, and to discount them to the extent that they should be discounted.

I find some of the soybean mills in the state are quoting farmers on the basis of No. 2, No. 3 and No. 4 beans. Dealers should mark their board accordingly, rather than for only No. 4 beans. Now a difference of 5c per bushel exists between prices of No. 2 and No. 4.

Each truckload must be tested. One dealer has found four different grades in one field. It is not safe this year to buy beans by a sample brought in by a farmer.

A lot of "peddling" of beans by farmers between competitors is already the favorite outdoor sport—and it will increase in activity from now on. Be on your guard! If your neighbor can pay more than you, let him have them and you will be money ahead. Make a charge for hauling in beans by your own trucks, generally 2c per bushel is the common practice.

As a guide soybean processors in this state are using these discounts below No. 2 yellow beans. Damage: $\frac{3}{4}$ c per bu. for each 1% or fraction thereof in excess of 3%. Foreign material; Dockage by weight for all foreign material in excess of 2%. Splits and moisture are not now grading factors, but might become so later.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

Liquidation of Futures by English Residents

The London Port Area Grain Com'ite has received the following from the Cereal Import Com'ite:

(1) If an operator resident in the U.K. is long of "Cereal Futures" in any foreign market such futures are considered as stock for future delivery and are requisitioned under the Cereals & Cereal Products (Requisition and Control) No. 1 Order in the same way as if they were actual wheat, barley or maize, etc., and no action must be taken by the broker or the owner of such futures to liquidate same.

(2) If an operator resident in the U.K. is long of a quantity of futures in one market and short of a smaller quantity in the same or another market the whole position is to be handed over in accordance with the order referred to above.

(3) If an operator resident in the U.K. is

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Oct. 12, 13. Michigan Feed Manufacturers and Dealers Ass'n, East Lansing, Mich.

Oct. 16, 17. The Farmers Elvtr. Ass'n of Nebraska, Omaha, Neb.

Oct. 19, 20. Southern Mixed Feed Manufacturers Ass'n, Biltmore Hotel, Atlanta, Ga.

Oct. 20. Texas Seedsmen's Ass'n, Adolphus Hotel, Dallas, Tex.

Oct. 20. Nebraska Grain Dealers Ass'n, Fontenelle Hotel, Omaha, Neb.

Dec. 12, 13, 14. Farmers Elvtr. Ass'n of South Dakota, Huron, S. D.

Jan. 23, 24, 25. Farmers Grain Dealers Ass'n of Iowa, Savery Hotel, Des Moines, Ia.

Feb. 6, 7, 8. Farmers Grain Dealers Ass'n of North Dakota, Bismarck, N. D.

Mar. 31, Apr. 1, 2, 3. Society of Grain Elevator Superintendents, Royal York Hotel, Toronto, Ont.

May 23. Grain, Feed and Millers Ass'n of Missouri, Hoxsey and Ben Bolt Hotels, Mexico, Mo.

June 20. Pennsylvania Millers & Feed Dealers Ass'n, Harrisburg, Pa.

long of actual wheat and short of futures but on balance he is long then the whole position is taken over. If on balance he be short, the quantity by which he is short is for his own account and can be covered in by him at any time until notice to the contrary, that is to say, the Cereals & Cereal Products (R. & C.) No. 1 Order applies to that part of his short futures as is represented by his long position.

(4) If an operator resident in the U.K. is short of futures without any actual wheat against same, such short interest is for his own account and can be covered in at his own discretion until further notice to the contrary.

(5) If an operator resident in the U.K. is acting for clients resident abroad, he can accept orders from such clients to liquidate any open position until further notice, but no fresh commitments must be entered into.

Death of J. C. Miles

Joseph Crane Miles died unexpectedly at his home in Peoria, Ill., Sept. 30, of a heart attack.

He was born at Washington, Ill., Nov. 27, 1865, and in 1894 was married to Miss Roberta Kingston at Waverly, Kan., who survives him with two daughters and one son, Benjamin E. Miles.

After spending his early manhood in Kansas, Mr. Miles removed to Peoria, where for many years he has been associated with the old firm of P. B. & C. C. Miles in the grain business. He was highly esteemed in local business circles and in the city's social life.



J. C. Miles, Peoria, Ill., Deceased.

National Legislation Ahead

By PRESIDENT OTTO F. BAST before Grain & Feed Dealers National Ass'n

It is no difficult task to review the events of the past year, but it is far more difficult to predict the probabilities within the rapidly changing world of today. Events in the coming year may be anticipated only in the light of changing fortunes of war in Europe. Because war cannot be charted, business men must brace themselves for the uncertainties that must arise from world disorder.

Much of our work has been done in co-operation with the National Grain Trade Council, with whom we share an office in Washington. Our officers have had fine co-operation from the officers of the Council, and the experiment of a joint office in Washington, now almost two years old, has been endorsed for the coming year by the directors of both groups. We have even been able to extend the scope of services in this joint office.

Once the Agricultural Adjustment Act of 1938 was passed by Congress and signed by the President, it became American law, in effect until repealed by Congress. Many of us were in disagreement with specific sections of that Act, and honestly expressed our opinions in the American way. But once it became law, it became the duty of our National Ass'n to counsel in the fullest and fairest way possible with those men charged with administration of the Act.

Within a few weeks of the passage of the Act, I was in the office of the Secretary of Agriculture, and there assured him that our trade would offer the counsel of its most experienced men on the problems of agricultural administration.

Since that time many men and many groups of our trade have been in conference with officials of the federal agencies, with benefits admitted from both sides. We have not always been in agreement—rather we have frequently differed on what appeared to be important policies. But men in both groups have been patient in consideration of those points where they could best use our services in the government program.

Commission Merchant and C.C.C.—After a long series of conferences between representatives of our cash grain commission merchants and officials of the federal agencies, it seems proper to indicate to you here today that Commodity Credit Corporation will, in some fair measure, use the services of these commission merchants in moving government corn from country points to terminal storage whenever such movement takes place. Thru this policy, agreed upon except as to mechanical details, there is removed from our minds one of the worst fears of the past summer. The whole trade will feel the benefits of recognition by the federal agency of this important section of our trade. It is a policy which we have urged upon the federal agencies for many months.

Country Elevators and C.C.C.—There is still some work to be done before we can obtain this same measure of benefit for country elevators in the corn areas. Our National Ass'n insists that a study be made among representative country elevators to determine fair average costs of handling and storage. We are asking that the federal agencies and the elevator groups agree upon a type of survey that will establish the fair rate which the government should pay.

Many among our country elevator operators feel that the rates now offered by the government are below actual costs in average elevators, and our own experience in the grain trade has led us to support this claim. It is only fair to say that other elevator men have willingly accepted the government rates, giving support to their contention that present rates are sufficient.

Only a fair survey of elevator costs can establish fair rates; perhaps some of the sur-

veys now in existence may be accepted finally by the federal agencies, altho they have not accepted them as authoritative this far. Your National Ass'n during the coming year must give its careful attention to this problem of handling charges and storage rates on government corn in country elevators.

In the storage of corn in the ever-normal granary, recognition was given early to the place where the country elevator could be of service. It was agreed that steel bins would be set up only where farm storage and country elevator storage were not available. Altho we believe country elevators would have been enabled to provide greater storage space had the rate been slightly higher, it was a relief to have the policy set up for use of country elevator space in any event.

Should Use Terminal Storage Space—We have been disappointed that the government did not extend this recognition to terminal elevators in and near the corn area. The terminal elevator industry has millions of bushels of storage space available for government corn, in terminals from Duluth to Kansas City. This is economical space—and it is safe space, within the normal line of movement that much of this stored corn must eventually follow.

The terminal elevator operators have offered exceptionally low rates for use of this space by the government; and it is our opinion that the national economy suffers when these large facilities of business are left unused while the government sets up its thousands and thousands of steel bins along the railway lines of this same area.

Late last week there came to us the rumor that corn cannot be moved from the country to terminal storage because terminal storage elevators are filled up. We took occasion on Saturday to check this rumor and it is entirely untrue. Altho we have not been able to check all the terminal points, we find an estimated 65 million bushels of available terminal space in Kansas City, St. Joseph, Minneapolis, Duluth and Omaha. I sincerely request that each of you correct this rumor whenever it comes up in your community, whatever the source of the rumor may be.

Wages and Hours.—Our National Ass'n has been diligent in conferences with the Wages and Hours Division of the government, seeking practical consideration of the problems of country and terminal grain firms. By far the larger part of our country elevators are exempted from the hours and wages provisions of the Labor Act, but the law still affects those elevators employing more than seven persons. We have sought a change in the administrator's definition of "area of production," removing this seven-employee restriction, and it is our purpose to continue to press for removal of the restriction so that these elevators employing a few more than seven employees may not suffer unjust discrimination under the Act.

In conference after conference this past year we have sought some relaxation of the Act's hours provisions for terminal grain firms which face harvest time pressure. We asked for an exemption, for 14 weeks each year, from the 44-hour workweek, but did not ask for more than the 56-hour workweek normally granted seasonal industries. So far we have been denied this relief for terminal firms, altho the Wages-Hours officials have granted us many conferences, and have patiently and carefully examined all our problems. Their denial of relief has been based upon their interpretation of seasonal employment, and since the terminal firms normally do business thruout the year, they do not fit into the interpretation made by the administrator. Our terminal firms asked only for the nominal seasonal hours relaxation even thru the days of struggle over the proposed

amendments in Congress last summer. We still hope that, either thru administrative action or Congressional action, this necessary relaxation may be obtained for our terminal grain firms.

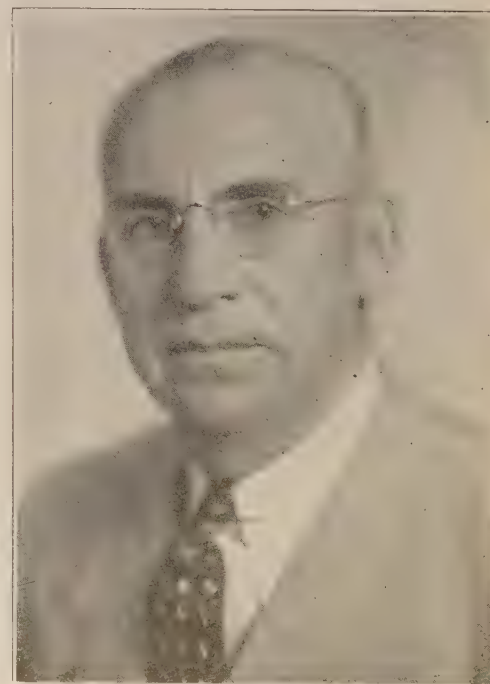
Proposed amendments to the U. S. Warehouse Act have received the careful attention of your Ass'n. We have suggested that the bill now under consideration be changed to allow licensing of samplers and weighers employed by boards of trade or exchanges, which is not included in this present bill. We have been led to believe that this section of the bill will be changed by general agreement. Other provisions of the bill are being studied, especially that section which would seem to set the federal warehouse act above any conflicting state act. That part of the bill has been under discussion just this past week.

Storage Provision of A.A. Act.—Your National Ass'n has supported the movement looking to amendment of the storage provision of the Agricultural Adjustment Act of 1933. This provision merely prohibited the shipment of grain under storage receipt. There has been worked out an amendment offering relief to country elevators, especially in this Northwest, but without lessening the protection to holders of storage receipts.

The amendment received the complete approval of the Department of Agriculture, and was reported favorably and unanimously by the House Com'te. It was passed by the House, but did not receive consideration in the Senate early enough to allow passage at the last session. It will be our task to press for prompt and favorable action in the Senate early in 1940. We believe it will receive favorable action and thus offer wide relief to country elevators during the rush of marketing seasons.

During the next regular session of Congress it seems probable that two types of farm legislation will receive careful attention. One will be the certificate plan, or indirect processing taxes; the other will be the so-called cost-of-production bill.

Briefly, the certificate plan is merely a plan for the raising of funds for parity payments to farmers thru a processing tax on flour production. Congress was less than enthusiastic in voting the huge sum for the last parity payment to farmers; it was predicted by many competent observers that Congress would not again vote huge sums for parity payments unless compensatory taxation were devised. This certificate plan, then, is the device for raising



Otto F. Bast, Minneapolis.

parity price funds, and its acceptance by Congress probably would leave the soil conservation and crop loan features of the present Act unchanged.

The cost-of-production idea is only a proposal for a rigidly set price upon foodstuffs. Congress refused to adopt this scheme at its last session, and we cannot believe that it will lessen its resistance against a proposal for a frozen-price economy. But it seems certain that it will be again proposed, and that it will progress past the point of committee hearings. Our National Ass'n will, naturally, keep its members informed if this type of legislation is again put forward in Congress.

Reports of these activities of your National Ass'n have been given you as promptly as possible thru the columns of our official publication, "Who Is Who in Grain and Feed." But in the past few years we have found that a fixed publication date, plus the time taken in printing and assembling, has often delayed important information to the point that it was less valuable when it reached you. In this rapidly changing national scene, we have demanded prompt and unbiased reports from our committees and our staff employees.

Therefore your officers announced and ordered at the annual meeting last year that a bulletin service be inaugurated for members at the first possible moment. Some experimenting was done upon a bulletin service this past year, and we have become doubly convinced that it is the answer to your demand for prompt and complete information. Naturally this infers some change in our official publication.

"Who Is Who" is not to be abandoned, but it will drop its second-class mailing privileges as a trade journal or house organ, and will be issued frequently, in much its present shape and form, as a printed list of members, and as a place for the printing of official notices. No subscription has been taken for "Who Is Who" beyond the time of this convention, and in the future both this printed publication, and the news bulletin, will go to all direct members without separate or extra cost.

Finances.—Thru one of the most critical years in the history of our trade, our National Ass'n's finances have fluctuated in response to the economic situation within the trade. We hope it will be taken as a good omen, that we heard the annual reports last night showing financial condition and membership holding up to the levels reported last year. I think many of us were pleasantly surprised by the fine showing, for we knew it had been a hard year in the trade. That we came thru in such fine shape is attributable to the unselfish work of our many officers and members who brought in new members in greater numbers than the previous year, and who co-operated with us in organization economies.

Benefits of Ass'n Membership.—Undoubtedly these directors and officers of your Ass'n have, thru their intimate contacts with our work, become convinced of the increasing dependence that we all place upon this sort of group work. When we pay a membership in the National Ass'n, actually we hire additional employees in our business; employees who can and do present our common problems before the proper offices in cities so far distant that we could never hope to go there each with his individual question.

More and more the problems of our business have become problems of state and federal government regulation and legislation. We must have an employee who can keep us informed, who can present our comment in the proper places, who can petition for recognition of our fair needs. Thru the National Ass'n you have such employees, working daily in your interest and reporting promptly on their work, for a cost of twenty dollars per year to each of you. There is perhaps no trade organization in America from which members receive as much service for as low a membership fee.

Low Membership Fees.—Many of our

members ask how we can keep up this volume of work with such low membership fees. We have discussed the possibility of a sliding scale of membership fees, but no definite action has been taken in that direction. In the meantime we recommend that you urge your business friend in our trade to join with you in membership, with large benefits at small cost. This National Ass'n, now forty-three years old, is a living factor in the American grain trade. Our membership is growing again, after a mild recession earlier this year; our finances are in good condition; the demand on our services is growing daily. But no statement about the healthy condition of the Ass'n carries more force than the fact that today 24 state and regional grain and feed trade associations are affiliated with us, a steady increase for the fourth straight year.

No business or association is more successful than its management, and right now I wish to give proper credit for all the progress we have made and success we have enjoyed to no other than our worthy Executive Vice-President, Ray Bowden, who has so willingly and untiringly given us his all, and often at physical sacrifice, because there was work to do. As was evidenced yesterday at all of the group meetings, he has made us all organization and association minded, and thru his personal efforts and great personality has succeeded in uniting all branches of our industry.

Meeting with us today are some 18 of the secretaries of these affiliated associations. They have had their own separate educational program, where they have exchanged viewpoints with leaders in the trade and in the government agencies. These secretaries, with their officers, are the keen managers of the local grain and feed trade throughout the nation; a group that represents here this week by far the larger portion of the entire grain trade of America.

We are sincere in our statement that every member of the National Ass'n should first be a member of his state or regional ass'n. Thru these two groups, one local and the other national, you have adequate representation in these critical days in our trade. Within the past few weeks we have added to our national office staff, and we went to one of these state associations for our assistant. Ron Kennedy, secretary of the Western Grain and Feed Dealers of Iowa, now takes over part-time work with the National Ass'n, and will give much needed help to our present staff in the increasing volume of our national work.

Right here let me express our sincere thanks to the chairmen and members of our various national committees. These men have done fine service for the American grain trade, and they have asked for neither public reward nor compensation. The life of the National Ass'n lies in the work of its affiliated ass'ns and in its standing national committees. Men who have served as officers in our organization know the value of this committee work, and always seek to enlist the acknowledged leaders of the trade as committee members.

After two years of work at the head of your National Ass'n it might sound fair to say that a president would welcome retirement from the sometimes pressing obligations of his position. But in my own case the fair statement is that I have enjoyed every minute of my work, and the associations it has brought. I am now only more convinced of what I have always believed—that no trade group in America stands higher than our grain and feed trade in business ability and business ethics. I retire from the national presidency this year with a deeper understanding of the necessity and importance of association work; and with a firm intention to continue, in whatever humble capacity you may indicate, my loyalty and service to the men and firms of my trade.

It has been an honor to serve you for nearly twenty years. One does not venture to assay his own accomplishments; he can only be content in the belief that he turns over to his successor an organization going at full speed ahead,

in healthy financial and membership condition, high in the estimation of men in official and private business affairs, and strong enough to draw together, once each year, so representative a group of American business as we have registered at this convention.

Again, my thanks for the honor you have granted me for the past two years; my full esteem to the man you will choose to succeed me; my pledge that I shall continue to serve the trade in which I earn my own modest living, and to serve the men who have, in the past two years, expanded the circles of friendship.

The Circle Meets

Members of the "Circle," faithful group of grain dealers from different sections of the country, who write to each other once each week and thus keep each other informed of grain conditions, problems and premiums the country over, held their regular breakfast meeting on Oct. 2, the opening day of the annual convention of the Grain & Feed Dealers National Ass'n, in Minneapolis.

Once each year, during the national convention, is the meeting time for this earnest band of correspondents who then learn to know each other from personal contact.

The Golf Tournament

Eighty-eight grain dealers chased a pill around the links of the beautiful Minneapolis Golf Club. Low gross scores only were considered in awarding the prizes and all winners were anxious to try their clubs in another round with a hope that they could greatly reduce their scores on this challenging course.

Contestants were divided into three classes—Class "A" included all players under 50 years of age; Class "B" those over 50 and under 65, and the "Grandfather's Class" for those over 65.

All winners returned home contented with the following handsome prizes.

Class "A" (Players competing under 50 yrs. of age.)

St. Louis Merchants Exchange Centennial trophy won by J. W. Pehie of F. H. Peavy Co., Minneapolis. Gross score, 77.

First Prize—Traveling Bag, won by W. J. Westerman, St. Louis, Mo., with a score of 82.

Second Prize—Traveling Bag, E. B. Evans, Decatur, Ill., 87.

Third Prize—Radio, C. E. McDonald, Sioux City, Ia., 88.

Fourth Prize—Cocktail Shaker, Paul Gebert, Merrill, Wis., 89.

Fifth Prize—Desk Clock, L. True, Springville, N. Y., 92.

Sixth Prize, Traveling Clock, R. C. Booth, Cedar Rapids, Ia., 95.

Seventh Prize—Pen Set, E. T. Pettersen, Great Falls, Mont., 99.

Class "B" (Players competing over 50 yrs. of age and under 65.)

First Prize—Traveling Bag, Chet Weekes, St. Joe, Mo., 83.

Second Prize—Traveling Bag, Ralph Field, Chicago, Ill., 88.

Third Prize—Radio, H. F. Schell, Lancaster, Pa., 88.

Fourth Prize—Desk Clock, W. T. Burns, Omaha, Neb., 91.

Fifth Prize—Toilet Kit, Clay Johnson, Peoria, Ill., 100.

Sixth Prize—Humidor, John H. Caldwell, Sr., St. Louis, Mo., 106.

Seventh Prize—Pen Set, N. F. Noland, Kansas City, Mo., 106.

Eighth Prize—Traveling Clock, Geo. E. Booth, Chicago, Ill., 109.

Grandfather's Class (Those competing over 65 yrs. of age.)

First Prize—Fulton Travel Bag, J. A. Linderholm, Omaha, Neb., 102.

Second Prize—Fulton Travel Bag, F. A. Derby, Topeka, Kans., 110.

The following firms and individuals contributed and made possible the golf prizes awarded at the golf tournament: Bemis Bag Co., Fulton Bag & Cotton Mills, Bunge Elevator Corporation, General Mills, Hart Carter Mfg. Co., King Midas Milling Co., Pillsbury Flour Mills, Quaker Oats Co., Rahr Malting Co., Ralston-Purina Co., Russell Miller Milling Co., Strong-Scott Mfg. Co., Superior Separator Co., Carl L. Matzoll, L. J. Perry, S. L. Parker, Harold I. Haagensen, Al Hendrickson, William Zimmer, Harry Thomas.

The National Association's 43rd Annual

The annual convention of the Grain & Feed Dealers National Ass'n was held in Hotel Nicollet, Minneapolis, Minn., for the third time Oct. 1-3 with a registered attendance of over 400. Some flew to the convention city, some traveled on the Milwaukee's special train, many drove in private automobiles, and all were glad again to meet their friends in the trade.

The 43rd annual convention will long be remembered for the marked success of the group meetings in which delegates with a common purpose met in close conference and diligently discussed definite problems with gratifying results.

Grain trade leaders from all sections of the country were present in the Minnesota Room when Pres. Otto Bast sounded his gavel signaling the opening.

The invocation for divine guidance was pronounced by Rev. F. D. Tynor.

WALTER MILLS, pres. Minneapolis Chamber of Commerce, after extending a very cordial greeting on behalf of his organization, paid glowing tribute to the work done for the grain trade and the ass'n by Pres. Bast and Executive V-P. Ray Bowden.

ELMER H. SEXAUER, 1st v-p., Brookings, S. D., responded on behalf of the association.

PRES. BAST in his annual address reviewed the activities of the ass'n during the past year. His address is published elsewhere in this number.

D. L. JAMES, agricultural manager, Chamber of Commerce of the U. S., Washington, D. C., gave an interesting talk on "From the Washington Angle" excerpts from which follow:

Agriculture and Business Interdependent

Anything that slows down or speeds up the activity of agriculture creates a condition which is quickly reflected in practically all other types of business. Likewise, waning purchasing power of millions of persons living in cities and towns, compelling rigid economy, lessens the demand for farm products, with consequent diminished purchasing power of the farmer.

For several years prior to 1930 the annual gross income of the 30 million persons living on farms approximated \$12,000,000,000, practically all new wealth, for no one will dispute the fact that the wealth that comes from agriculture is new wealth.

During the period in which agriculture was occupying a healthy economic position, other industry was keeping pace with it. For the period 1924-29, total national income averaged \$78,563,000,000. From 1924, when it amounted to \$71,445,000,000, there was a gradual yearly increase until it reached a peak in 1929 of \$84,318,000,000.

Contributing in a large measure to this favorable condition were the large purchases of farm

machinery and supplies of all kinds by farmers, amounting to upwards of \$6,000,000,000 annually, also substantial reductions on debts and the payment of interest and taxes.

With the onset of the depression, farm income dropped to \$9,300,000,000 in 1930 and to a record low of \$5,321,000,000 in 1932. This precipitous drop in farm income, of course, meant a corresponding decline in current farm spending power and in the payment of fixed obligations. Demand was immediately slackened for the products of the factory; wage earners as a consequence were thrown out of employment, which in turn decreased the demand for food and fiber products of the farm. Closely paralleling the decrease in farm income was the decline in factory wages from \$11,621,000,000 to \$5,022,000,000, a further direct evidence of interdependence of agriculture and other business.

From another standpoint the record of relative income of agriculture and other industry reveals that during the five years 1910-14 the average gross farm income was about \$6,750,000,000, or approximately 22½ per cent of the national income of about \$30,000,000,000.

In 1919 farm income reached the record level of almost \$17,000,000,000 due to an abnormal domestic and foreign demand. National income likewise rose to about \$62,000,000,000. Thus farm income was equivalent to about 27 per cent of the total national income, or 30 per cent of the national income when adjusted for increases in population.

From 1923 to 1929 annual farm income was about \$12,000,000,000, while national income rose from about \$70,000,000,000 to \$84,000,000,000. Thus there was a reduction in the ratio of farm income to national income so that in 1929 farm income was equivalent to approximately 15 per cent of the total national income, or 17 per cent if allowance is made for changes in population.

In 1932, with both domestic and foreign demand at a low ebb, farm income declined to \$5,500,000,000. National income in the same year dropped to below \$40,000,000,000. The decline in farm income, however, was relatively greater than that of the national income, with the result that farm income was less than 14 per cent of the total national income or 18½ per cent when adjustments are made for changes in population.

During the next five years, farm income moved upward and reached \$10,000,000,000 in 1937, while national income also rose to \$69,000,000,000. Thus farm income was equivalent to 14½ per cent of the total national income, or 20 per cent after making allowance for population changes.

In 1938 a decline took place in the gross farm income to \$8,750,000,000. This amount was equivalent to about 13½ per cent of the total national income, or 19 per cent when adjusted for population increase.

Four great food exporting nations, Argentina, Australia, Canada and the United States, have added over 75 million acres to their farm plants. The United States, it is estimated, is tilling about 50 million acres for which under normal weather conditions there is no effective outlet for the production.

Just how to establish a better balance between production and consumption to insure a price capable of furnishing the farmer the buying power necessary to place him again in the markets as a substantial customer of the factory was a most difficult problem and one which

to this day is commanding nationwide attention. Regardless of the merits or demerits of the methods used to improve agriculture, we know that from 1932 to late in 1937 there had been a decided improvement in the situation, which can be attributed almost wholly to a better balance between the supply of farm products on the one hand and a more active demand by consumers on the other.

Favorable crop conditions during 1937, together with increased acreages, resulted in a superabundance of wheat, corn, cotton, rice and fruits and vegetables of various kinds which, coupled with the onset of a declining consumer purchasing power, turned prices downward during the fall of 1937 so that for the first half of 1938 income from farm marketings was 13 per cent less than during the same period of 1937. Later, in August the income was almost 20 per cent less than that of August, 1937, and for the entire year (1938) it was 11 per cent less.

A superabundance of farm commodities of all kinds resulted from last year's farming efforts, as all of you know. Price trends early in the season headed downward, and had it not been for government loans on such commodities as cotton, wheat, corn and rice, it is believed by many that another record low price level such as that in 1932 would have been established. This year again conditions thruout most of the country have been favorable for crop production. Over the country as a whole supplies of food products, feed and fiber promise to be abundant and surpluses of the major crops are in prospect.

On farmers themselves rests the major responsibility for bringing about such basic changes in production as will tend to improve their economic status. Already there are recognizable certain facts which are certain to have an important bearing on the problem. One of these which may operate over a long period is the decrease in the number of farm workers which is likely to follow any substantial increase in industrial activity. This decrease in the number of farm workers reacts beneficially on agriculture in at least two ways, provided those who remain are best suited to carry on the march of progress in the agricultural industry. First, it enlarges the market for farm products, and second, it reduces the number of persons who would otherwise be feed and fiber producers.

The Wheeler Bill, S. 2395, aims to give wheat producers a return on the domestically consumed portion of their crop equal to parity or cost of production, whichever is higher. No relief is extended to the export portion of the crop.

The bill would amend the Agricultural Adjustment Act of 1938 by providing for the determination of a wheat-certificate allotment each year by the Secretary of Agriculture. This allotment will be the yearly average quantity of wheat, wherever produced, that was consumed in the United States, except for feed and seed, during the ten marketing years immediately preceding the marketing year in which the allotment is made. This allotment is to be determined not later than May 15 of each year for the next marketing year, which begins July 1.

As soon as possible after determination of the allotment, the Secretary shall issue wheat allotment certificates for an amount equal to the allotment. These certificates are to be made

[Continued on page 296]



Directors and officers of the Grain & Feed Dealers National Ass'n held their annual dinner and business meeting the night before the convention.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Croton, O.—Ohio is fast becoming a soybean raising state. This year's crop in this territory is about 50 per cent larger than last year.—Ed E. Shafer.

Winnipeg, Man., Sept. 27.—Wheat production in Western Canada for 1939 based on reports from about 1,100 stations, is as follows: Wheat, 467,000,000 bus.; oats, 227,000,000 bus.; barley, 76,000,000 bus.; rye, 10,900,000 bus.—Searle Grain Co.

Decatur, Ill., Oct. 7.—The Illinois corn crop has matured and dried out the earliest on record. Husking is becoming more general throughout the state. Quality is above average, with unusually low moisture for this early in the season. Husking returns confirm a large crop.—Baldwin Elevator Co.

Kansas City, Mo.—Of the 1,336 cars of wheat inspected at Kansas City during September 1,161, or 86.9 per cent were graded No. 3 or better, which is better than the record for Sept., 1938, when 63.9 per cent of the 2,550 cars received were graded No. 3 or better. Corn receipts of 874 cars graded 866 No. 3 or better, while in Sept., 1938, 97.3 per cent graded No. 3 or better out of 224 cars received.

Hamburg, Ia., Oct. 2.—The Southwestern Iowa corn crop will have an average yield of 40 to 45 bus. per acre and 85 per cent of it will be put under Government seal. Popcorn has become a major crop since the program and we have a thousand acres under contract in Fremont County. The government steel bins are being widely used here for the storage of 1937 and 1938 corn which has been released by the producer.—Mrs. Ruth G. Reid, Good Seed & Grain Co.

Springfield, Ill., Oct. 2.—Only 10 per cent of the acreage intended for fall wheat has been sown in Illinois. Generally speaking, the progress of wheat seeding is the most backward since 1925 when only 40 per cent of wheat seeding was completed by Oct. 10 due to wet October weather and reduced wheat acreage moderately from intentions for that season. Late corn fields were forced to maturity too rapidly which will cause some chaffy corn. Quality is above average, with unusually low moisture tests reported for new corn marketed during the past week. Most of the beans combined to date show more green beans than usual. Yield per acre of soybean hay is unusually large.—A. J. Surratt, Sr. Agri. Statistician.

Chicago, Ill., Oct. 4.—The delayed seeding of winter wheat means that the plant will get small growth before winter sets in, and with small root growth, will be more susceptible than normally to the rigors of winter freezes, and to freezing and thawing next spring. Corn prospects were not changed materially during September. Present forecast is 2,512 million bushels. A month ago our forecast was 2,504 million. Quality this year is expected to be unusually high. Correspondents estimate that 93% will be of merchantable quality; this compares with 89 a year ago, 90 two years ago, 83 three years ago, and 84% four years ago. Our present estimate is 917 million bushels. A month ago our forecast was 887 million.—Nat C. Murray, Statistician, Jackson & Curtis.

Chicago, Ill., Oct. 1.—The corn crop is estimated at 2,507,445,000 bus. as of Oct. 1 for a yield of 27.6 bus. per acre. The ten year average (1928-37) production is 2,309,674,000 and yield per acre 23.0 bus. Drouth from eastern Illinois to western Ohio has taken off more bus. than elsewhere. Best conditions during this period have been in eastern Iowa, western Illinois, parts of Wisconsin and much of Minnesota and the crop is the largest on record in most of this territory. Estimated production of spring wheat in the three western provinces of Canada is revised sharply upward to 453,286,000 bus. from 421,225,000 bus. last month. Soybean production in Illinois we estimate at 40,832 bus. in 1939 as compared to 34,050 bus. in 1938; the total estimate for the U. S. we place at 79,489 bus. in 1939 as against 61,602 bus. in 1938.—R. O. Cromwell, statistician, Lamson Bros. & Co.

Chicago, Ill., Oct. 4.—Reports on crops for Oct. 1 indicate the following productions: Corn, 2,490,000,000 bus.; oats, 910,000,000 bus.; spring wheat, 185,000,000 bus. Drought has delayed the seeding of winter wheat to such an extent, especially in the Southwest, that a large share of the intended acreage is not yet planted, much being from two to three weeks behind the regular time on Oct. 1. Rain, of course, will come, but every day from now on without rain will add to the already bad situation.—H. C. Donovan, statistician, Thomson & McKinnon.

Springfield, Ill., Oct. 4.—In many areas it is too dry for seeding and proper germination of winter wheat. It is also too dry for plowing, which work is now behind and is becoming an increasing factor in delaying the sowing of winter wheat. In localities winter wheat is about one-fourth sown, while in other areas there is little or none. Gathering of corn has begun generally, some with mechanical pickers; due to the extended period of warm, dry weather corn has dried out with unusual rapidity and some corn has been cribbed. Combining of soybeans has begun generally; however, some are still green. There were a few reports of green soybeans having been nipped by frost. Alfalfa and clover are mostly fair to good; there is some cutting of fourth-crop alfalfa in progress in the south, and numerous reports of combining or threshing of clover. Pastures

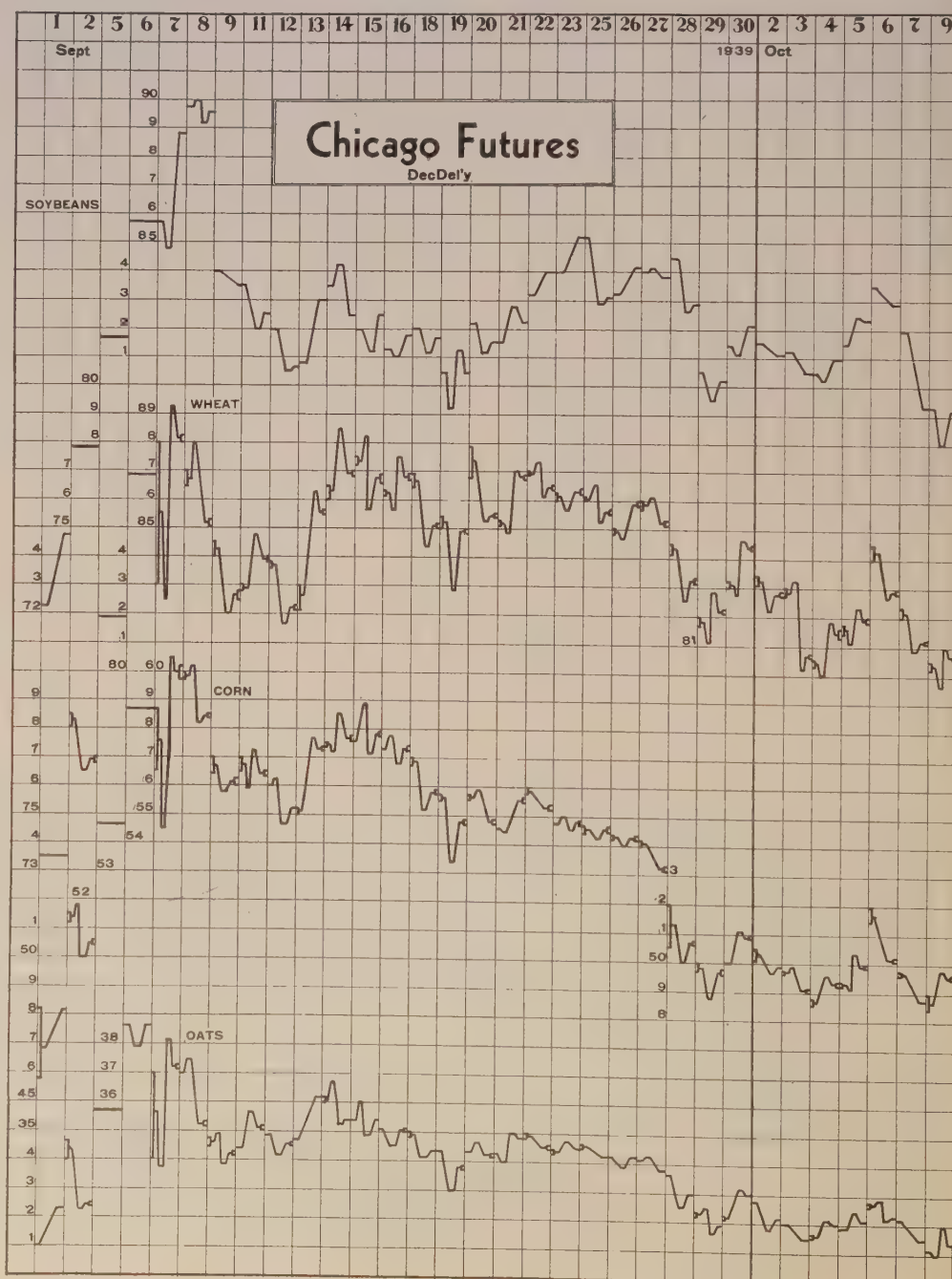
are generally poor or dried up.—E. W. Holcomb, U. S. Statistician.

Wheat Movement in September

Receipts and shipments of wheat at the various markets during September, compared with September, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	566,501	136,388	272,940	.....
Chicago	1,544,000	1,651,000	3,666,000	2,046,000
Duluth	13,741,965	13,621,344	6,994,935	8,723,137
Ft. Worth	260,800	923,200	1,481,600	1,494,400
Galveston	228,000	5,560,000	447,700	763,461
Houston	.....	.....	262,680	292,500
Hutchinson	1,024,650	1,277,100	.....	.....
Indianapolis	430,000	253,000	132,000	133,000
Kan. City	2,646,400	4,260,800	4,940,705	3,151,910
Milwaukee	487,043	256,822	1,220,242	401,392
Min'polis	14,362,500	11,914,490	3,238,500	3,720,140
New Orleans	320,905	568,592	491,135	691,139
Omaha	1,001,600	1,802,269	761,600	1,299,216
Peoria	157,856	78,000	232,256	133,600
St. Joseph	369,600	492,800	777,600	523,200
St. Louis	1,216,500	1,252,500	1,585,500	1,587,395
Superior	7,446,293	7,210,138	3,620,390	3,650,090
Toledo	726,000	786,095	674,705	174,855
Wichita	1,198,500	1,239,000	996,000	837,000

Government payments to farmers totaled \$42,000,000 in August compared with \$36,000,000 in July and only \$15,000,000 paid in August last year.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Duluth, Minn.—On this crop Aug. 1 to Oct. 4, Duluth-Superior elevators received 25,050,000 bus.—F. G. C.

St. Louis, Mo., Oct. 4.—No arrival of oats today and according to advices, not many in transit.—Mullally-Evans Co.

Chicago, Ill.—Since the opening of navigation April 22 and to the end of September, lake shipments of grain out of the Chicago district aggregate 18,005,155 bus corn, 8,543,554 wheat, 447,500 oats and 1,402,912 soybeans. For the period April 10 to September 30, 1938, grain shipments totaled 60,590,894 bus corn, 9,438,702 wheat and 1,467,674 oats.

Decatur, Ill., Oct. 7.—The country elevators are getting quite an experience trying to take care of the sealed corn. Steel bins were slow in arriving at many points and the erection has been slow and in most cases expensive. At some points this sealed corn is being loaded for shipment and competing for box cars that are needed badly for soybean loading. At many points cars are tight and elevators are getting tied up.—Baldwin Elevator Co.

Minneapolis, Minn., Oct. 7.—Exports of flaxseed from the Argentine this week are forecast at 674,000 bus., a larger amount than last week by 70,000 bus. Total exports since Jan. 1 have been 45,031,000 bus. of which approximately 12,000,000 have been shipped to the United States, compared with 9,664,000 during the same period in 1938. The visible supply of flaxseed in the principal ports of the Argentine have now been reduced to 2,756,000 bus.—Archer-Daniels-Midland Co.

Minneapolis, Minn., Sept. 30.—According to a cable just received from Buenos Aires, the remaining exportable surplus of old crop Argentine seed is slightly less than six million bushels, most of which has already been contracted for. From the brisk demand for linseed oil which crushers have experienced during the last two months, it would appear that consumption in the United States is definitely improved and if this is the case we are going to see quite a tight situation from the supply point of view before February.—Archer-Daniels-Midland Co.

Ottawa, Ont.—Canadian wheat in store Sept. 29 was 286,426,861 bus., against 153,470,967 bus. a year ago. Wheat in rail transit amounted to 37,720,137 bus. and the amount in transit on the lakes was 4,055,858 bus. Sept. 29. Marketings in

the three Prairie Provinces for the nine weeks from August 1, 1939, to September 29, 1939, as compared with the like period in 1938 were as follows, figures within brackets being those for 1938: Manitoba 43,730,922 (35,441,376); Saskatchewan 124,783,565 (64,778,387); Alberta 52,649,774 (61,672,755) bus. For the nine weeks ending Sept. 29, 1939, and the like period in 1938 221,164,261 and 161,892,518 bus. were received from the farms.—R. H. Coats, Dominion statistician.

Buffalo, N. Y.—Grain is being rushed into Buffalo in one of the biggest movements of all time. Stimulated largely by European demand, the movement has pushed the volume of grain in storage here to 15,034,090 bus., not far short of commercial elevator storage capacity. The rush is keeping railroads busy supplying freight cars to move the grain from elevators to Atlantic Seaboard points for export. Most railroads admit a scarcity of box cars for moving grain and some were reported to have encountered an actual shortage. Very little grain is moving out of Buffalo by canal barges, because those vessels are concentrating on steel shipments and because the canal grain rate to the seaboard has risen to 4c a bus.—G. E. T.

Flaxseed Production Double 1938

Minneapolis, Minn., Sept. 16.—The September 11th U. S. Dept. of Agri. report was a surprise to every one. The average yield per acre was advanced to 8.5 bus. and the total production to 17,246,000 as compared with the Aug. 1st figure of 15,750,000. This increase was largely due to better yields in the State of Minnesota. It is interesting to note that according to government figures, there are sixteen states in which flaxseed is grown in siz-

Barley Movement in September

Receipts and shipments of barley at the various markets during September, compared with September, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	2,652	4,286	192,000	230,000
Chicago	1,518,000	1,399,000	1,711,164	2,206,718
Duluth	1,538,195	2,329,964	1,711,164	2,206,718
Ft. Worth	2,800	1,400	.....	1,400
Indianapolis	24,000	.....	.....	3,000
Kansas City	57,600	78,400	22,400	6,400
Milwaukee	3,179,241	3,971,841	753,750	883,298
Minneapolis	7,177,400	4,511,820	3,942,300	3,257,540
Omaha	62,400	108,800	103,420	144,000
Peoria	205,400	303,400	166,800	132,700
St. Joseph	.....	1,750	.....	1,750
St. Louis	203,400	116,800	19,200	22,300
Superior	778,227	1,641,718	727,733	1,806,333
Toledo	19,600	2,800	.....	33,980

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for December delivery at the following markets for the past two weeks have been as follows:

	Option		Wheat											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Chicago	89½	62	85½	83½	82½	84½	82½	80½	81½	81½	82½	81½	80½	82½
Winnipeg	85	51½	73½	71½	71½	73	71½	70½	71½	71½	71½	70½	.....	72
Kansas City	84½	57	81½	78½	77½	79½	78½	76½	76½	77½	78½	76½	76	78½
Minneapolis	92	64½	85	82½	82	84	82½	80½	81½	81½	82½	81	80	81½
Duluth	88	58½	81½	79½	78½	80½	79½	76½	77½	78½	79½	78½	77½	79½
Milwaukee	89	62½	85½	83½	82½	84½	82½	80½	81½	82	81½	81½	80½	.....
			Corn											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Chicago	60½	39½	53½	50½	49½	50½	49½	49	49½	49½	50½	48½	49½	50½
Kansas City	56	37½	50	47½	46½	48½	46½	46½	46½	46½	46½	45½	46½	47½
Milwaukee	60	39½	53½	50½	49½	51	49½	49½	49½	50½	50	48½	49½	.....
			Oats											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Chicago	38½	25½	33½	33	31½	33	32½	31½	32	32½	32½	31½	31½	32½
Winnipeg	44½	23½	33½	32½	31½	31½	31½	30½	30½	30½	30½	30½	.....	30½
Minneapolis	36	23½	31½	30½	28½	29½	29	28½	28½	29	29½	28½	28½	29½
Milwaukee	38½	26	33½	33	31½	33	32½	31½	32	32½	32½	31½	31½	.....
			Rye											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Chicago	58	41½	54½	53½	53½	54½	53½	52½	52½	53½	53½	52½	52½	53½
Minneapolis	55	37½	50½	49½	48½	50½	48½	47½	47½	48½	48½	49½	46½	48½
Winnipeg	61	37	57½	56	55	56½	55½	54½	54½	55½	55½	55½	.....	56½
Duluth	53	50½	53	52	51½	.....	51½	50½	50½	51½	51½	50½	51½	52
			Barley											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Minneapolis	47½	28½	42	39½	38½	39½	39½	37½	38	37½	37½	36½	36½	37½
Winnipeg	49½	32½	45½	45	44½	44½	43½	42½	42½	43½	42½	42½	.....	42½
			Soybeans											
	High	Low	Sept. 27	Sept. 28	Sept. 29	Sept. 30	Oct. 1	Oct. 2	Oct. 3	Oct. 4	Oct. 5	Oct. 6	Oct. 7	Oct. 8
Chicago	90	65½	83½	82½	80½	82½	81½	80½	81	82½	82½	79½	79½	80½

able quantities today, writes the Archer-Daniels-Midland Co.

Production figures for the principal states for Sept. 1, with a comparison with 1938, and the 1928-37 average, follow:

State	Average 1928-37	1938	Sept. 1, 1939
(thousand bushels)			
Minnesota	5,245	4,756	10,754
North Dakota	4,008	1,490	1,647
South Dakota	1,231	382	948
Kansas	257	367	939
Montana	635	210	512
California	*515	684	1,760
All other states	52	282	686
	11,943	8,171	17,246

*Short-time average.

Grain Exports Less

Exports of grain from the United States during August and the two months ending August, as reported by the Department of Commerce, have been as follows, in bushels (000 omitted):

	—August—	Two Months	1939	1938
	1939	1938	1939	1938
Wheat and flour	8,806	11,402	16,032	24,084
Corn	1,087	12,647	1,649	28,278
Oats	7	1,280	18	1,822
Rye	.....	58	.....	174
Barley	706	2,729	966	3,577

Rye Movement in September

Receipts and shipments of rye at the various markets during September, compared with September, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	41,450	71,784	.....	.....
Boston	1,100	1,100	.....	.....
Chicago	729,000	596,000	229,000	149,000
Duluth	778,013	1,769,611	1,841,489	2,462,753
Galveston	.....	15,000	.....	.....
Ft. Worth	2,800	.....	.....	.....
Indianapolis	67,500	84,000	72,000	43,000
Kansas City	94,500	55,500	12,000	22,500
Milwaukee	21,225	11,320	13,805	15,060
Minneapolis	1,441,500	1,095,350	3,942,300	255,130
New Orleans	.....	21,763	3,000	.....
Omaha	101,806	61,000	110,640	162,400
Peoria	53,800	91,200	10,800	2,400
St. Joseph	6,000	1,500	.....	1,500
St. Louis	19,500	66,000	9,000	37,500
Superior	312,875	1,382,718	791,113	1,373,119
Toledo	22,400	30,800	7,960	12,205

Oats Movement in September

Receipts and shipments of oats at the various markets during September, compared with September, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	106,861	80,433	.....	.....
Boston	9,600	5,600	.....	.....
Chicago	1,834,000	1,953,000	1,599,000	2,108,000
Duluth	3,248,325	3,171,774	3,930,590	901,546
Ft. Worth	54,000	86,000	70,000	28,000
Indianapolis	340,000	800,000	344,000	528,000
Kansas City	170,000	254,000	136,000	194,000
Milwaukee	255,380	58,760	77,900	68,400
Minneapolis	3,782,250	1,899,260	2,544,750	1,183,900
New Orleans	.....	18,663	14,100	43,901
Omaha	428,000	430,323	450,138	398,450
Peoria	485,800	194,000	478,000	262,700
St. Joseph	550,000	360,000	42,000	98,000
St. Louis	518,000	328,000	290,000	302,000
Superior	919,987	2,296,734	919,270	471,714
Toledo	810,830	931,860	607,030	824,620
Wichita	9,000	.....	1,300	.....

Corn Movement in September

Receipts and shipments of corn at the various markets during September, compared with September, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	229,145	117,624	.....	.....
Chicago	11,608,000	9,517,000	4,451,000	5,348,000
Duluth	138,618	310,092	809,420	412,748
Ft. Worth	243,000	159,000	78,000	63,000
Galveston	6,000	18,000	.....	134,378
Houston	.....	.....	.....	25,356
Hutchinson	.....	1,500	.....	.....
Indianapolis	2,046,000	1,534,000	1,248,000	1,247,000
Kansas City	1,209,000	331,500	520,500	118,500
Milwaukee	643,250	1,542,250	132,600	1,056,500
Minneapolis	1,080,000	882,930	744,000	369,950
New Orleans	278,151	1,784,178	81,000	1,652,325
Omaha	1,426,436	568,400	1,913,376	408,800
Peoria	1,996,600	1,721,145	1,028,800	730,045
St. Joseph	141,000	102,800	90,000	58,500
St. Louis	1,778,500	597,000	559,500	191,000
Superior	20,414	323,568	472,264	412,748
Toledo	280,000	266,000	191,870	178,935
Wichita	16,900	3,900

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available for purchase by persons who make the first sale of any article manufactured wholly or partly of wheat. Such persons are required to file with the Secretary a return showing the quantity of such articles sold during the preceding month and to attach to this return a number of wheat allotment certificates purchased from the Secretary bearing a certain ratio to the number of bushels of wheat used in the manufacture of such articles. The bill provides for gradually raising the ratio of certificates to wheat until eventually one and one-fifth certificates are required for each bushel of wheat used. The excess portion of the certificate apparently is to supply funds for administration. Reports must be made by importers of products containing wheat as in the case of domestic manufacturers. Manufacturers of wheat products for export need not attach certificates to returns on goods going into export, and if certificates have been purchased on such goods, refunds will be made.

The price at which wheat certificates are to be sold to processors is to be determined by the Secretary on the recommendation of an advisory committee composed of three representatives of wheat growers, one representative consumer and one representative of the government. The price thus determined is to be equal to the difference between (a) the estimated average farm price, including parity payments if any, for the marketing year in which the certificates are to be used, and (b) the parity price or cost of production, whichever is higher. For example, if it is determined that the parity price or the cost of production for the next year will be \$1.25 per bushel and the average farm price plus any parity payments will be 75 cents a bushel, the price of the certificates would be the difference between the two, or 50 cents each.

As soon as possible after the certificate allotment has been made by the Secretary it is to be apportioned to wheat producers on the basis of the normal production of their acreage allotment for that year. This apportionment of the certificate allotment is the basis for making payments to the farmers out of the fund which is expected to be derived from the sale of the wheat certificates. The payments to farmers are to be divided among the landlords, tenants and share-croppers in proportion that each share in the proceeds of the crop with respect to which payment is made. These payments, however, are to be reduced if any share exceeds 10,000 bus. Shares between 10,000 and 12,000 bus. are to be reduced 10 per cent, and all over 12,000 bus. are to be reduced 50 per cent. Shares between these amounts are to be reduced by varying amounts.

Payments to producers are to be made when satisfactory evidence is presented to the Secretary that there has not been and cannot be marketed from that farm during that marketing year an amount of wheat in excess of the marketing quota which was or might be established for that farm. Farms which did not exceed their acreage allotment are entitled to sell their entire production without disqualifying them from the certificates. In order to make payments to farmers the Secretary may borrow from the Reconstruction Finance Corporation. Any excess of receipts from the sale of certificates over and above the payments to farmers may be retained by the Secretary and used in carrying out the purposes of this Act.

PRES. BAST called attention to the fact that 1st V. P. Sexauer had been appointed a director of the U. S. Chamber, and stated this should be of great value to the trade and the ass'n. A congratulatory telegram from the pres. of the Chamber was read.

Adjourned for lunch.

Tuesday Morning Session

The second general session of the convention was called to order Tuesday morning, Oct. 3, in the Terrace Room by Pres. Otto Bast, who introduced Gov. Harold E. Stassen. The governor not only welcomed the delegates to Minnesota, but wished them success in promoting the welfare of their business and of the nation. His cordial attitude won all his auditors.

J. M. R. GLASER, Pres. of Chicago's Grain Exchange Institute, told of the aims and purposes of the Institute. His address appears elsewhere in this number.

PRES. BAST called upon Edw. J. Murphy, Washington, D. C., newly appointed head of the grain division of the Agricultural Marketing Service, who arose and took a bow.

R. M. EVANS, administrator of the Agricultural Adjustment Administration, addressed the dealers on the AAA and its place in the new conditions surrounding the agricultural interests of the nation. In discussing the conditions prevailing in the grain world and the aims of the AAA, he said:

Today and Tomorrow for the AAA

I want to talk to you today about the Triple-A, as a whole, and about its place in the new situation in which we find ourselves.

Since the first of September, the war in Europe has been uppermost in the minds of all of us. I know that this has been especially true for you in the grain business, as the fluctuations in the grain markets were one of the outstanding events of those days immediately after war began. And for the Triple-A the war has meant careful scrutiny of our national farm program in the light of the new situation.

We have all been going through a period of uncertainty. No one is able to gauge accurately what lies ahead. Our natural impulse, of course, has been to look back to 1914 and to see what happened then and in the years that followed. But 1939 is not 1914. Situations today are far different than they were then.

Wheat is an example of this uncertainty. Prices went up rapidly after the present war began. Trading was at a standstill for several days. Many people remembered the wheat prices of 1918 but did not as clearly recall the prices of 1914 and 1915. They were thinking about the end of the last war, but not the beginning of it. The wheat situation today is altogether different from what it was in 1914. Supplies are much larger, they are stored in different locations, and the trade relationships of the world, especially in the wheat business, have changed greatly in the years since 1914.

In the grain trade there is gradually emerg-

ing a little clearer picture than we could see a few short weeks ago. Foodstuff price control is indicated in the United Kingdom. Apparently the British will rely heavily upon Canadian wheat stocks to supply their needs. Britain already is asking her farmers to plow up their grassland—2 million acres of it—to grow more grain at home and thus to be that much less dependent on imports. Argentina has dropped the fixed price guarantees she offered growers last season. The Australian government will take over the handling of the entire crop. These facts all add up to a situation that is altogether different from that of 1914, and one that is quite uncertain.

One of the Triple-A's responsibilities is to make public the facts in the situation of each crop. Farmers are entitled to the straight facts about these situations. They must have them to make intelligent plans for future production. Farmers can not afford to overlook these facts, any more than you grain men can ignore them. But in making these facts available, we are always keeping in mind that what we are after is parity price and parity income for farmers.

The Agricultural Adjustment Act of 1938, is, in my opinion, the best piece of farm legislation that has ever been put upon the statute books of this or any other country.

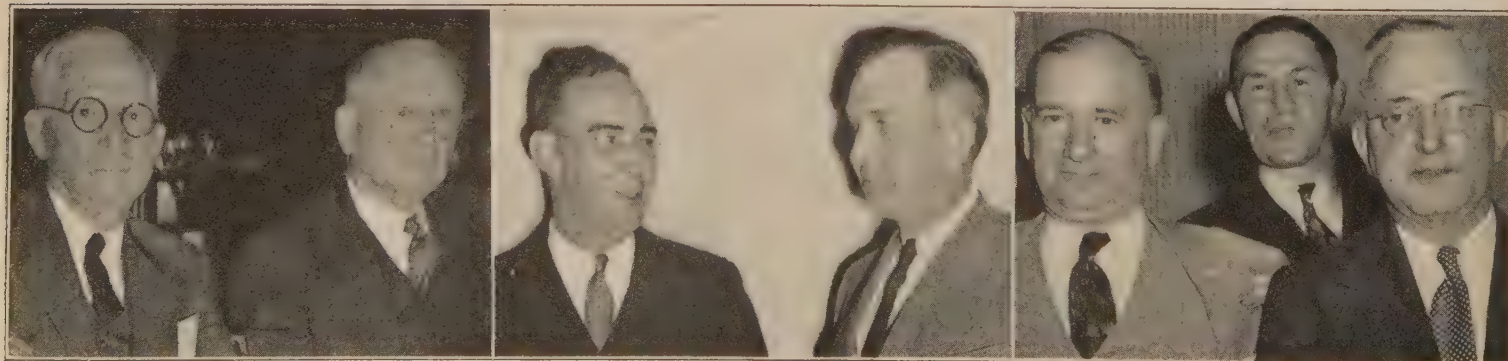
I should like to talk with you about some of the elements of the present situation and the place of the A.A.A. Let me use tobacco and wheat as examples:

Tobacco an Example.—On Sept. 8, the British withdrew their buyers of flue-cured tobacco from the American markets. As they normally purchase up to a third of the flue-cured tobacco crop, their abrupt withdrawal demoralized tobacco markets and the markets were closed, even the more than half of the year's production was unsold. Machinery of the national farm program is being used to help ease this disastrous situation.

The Agricultural Adjustment Administration, has definite responsibilities to farmers and to consumers. To farmers its primary responsibility is to help them obtain a parity income and to help them conserve their soil. Achieving these goals will also greatly benefit consumers. Then too, the Triple-A has the responsibility to the consumer of guaranteeing that the powers of Government used to help farmers shall not at the same time be used to the disadvantage of consumers.

Thus the grain trade and the A.A.A. both have responsibilities to farmers and consumers. They both have a definite interest in the war situation, and in its effect on agriculture.

Wheat.—On May 16, the Sec'y of Agriculture proclaimed the 1940 wheat acreage allotment of 62 million acres, 7 million acres larger than this year's allotment and larger than the harvested acreage in any year during the World War. World granaries are overflowing with the largest wheat supply in history. Prospects



First photo: "Grandpa" golfers J. H. Linderholm, Omaha, Nebr., and F. A. Derby, Topeka, Kan. Second: Newly elected Directors E. B. Evans, Decatur, Ill., and G. A. Pritchard, Fortville, Ind., take each other's measure. Third: Three happy revelers at the "Smorgasbord."

tive demand in neither the foreign nor the domestic market justifies American farmers in expanding their wheat acreage now. This 62-million acre allotment for 1940 was established under the formula set forth in the Agricultural Adjustment Act. That formula is intended to result in wheat supplies that will provide at all times an ever-normal granary.

For 1940 the acreage set is the acreage which, with normal yields, will next year give us a crop of about 750 million bushels, and a total wheat supply, including the prospective carry-over, of around 975 million bushels. This is enough to take care of all we consume domestically, all possible exports, and an ample reserve for the future.

The A.A.A. is still fighting for parity prices and parity income for farmers. The A.A.A. stands today, as it has consistently stood in the past, for the right of farmers to produce all they can sell at fair prices, without damage to the soil. This is the mandate given us by Congress.

For the future the A.A.A. can move acreage allotments up just as readily as it can put them down. We did it this year and we can do it again whenever the situation warrants.

The Ever-Normal Granary should be of especial interest to grain dealers. Probably some of you think of it as an unwarranted intrusion in your business. You handle and direct the flow of grains into channels of trade, but you can only imperfectly even that flow from year to year. You can't smooth out supplies thru fat and lean years. But that is what the nation needs, and that is what the ever-normal granary does. There is nothing about the granary antagonistic to your business, and it should be helpful to you as you learn to take it into account.

The ever-normal granary is designed for peace time, but it is especially useful in a world at war. Farmers now have, thru the mechanism of the ever-normal granary, a means for taking advantage of situations of this sort in a way that is not to the disadvantage of the consumer. We made a beginning in 1934. With the corn placed under loan in 1933, farmers were able to take advantage of the drouth of 1934, and consumers were better off than they otherwise would have been. Today in the disaster of war, farmers are able to take advantage of the ever-normal granary, and with great quantities of corn stored, it is a very great safeguard to the consumer.

We have 11 million bales of cotton in storage under the cotton loan.

We are likely to have upward of 200 million bushels of wheat under this year's loan program.

From previous crops farmers have nearly 260 million bushels of corn sealed under loan, and, with the amounts that probably will be stored if a corn loan is available this year, this corn reserve may be doubled. This will give us a full ever-normal granary. The ever-normal granary today is more than an idea. It is a reality.

The very fact that we have a full ever-normal granary, particularly in the case of corn, means that the corn acreage allotments next year can be somewhat less than this year. Such an adjustment in corn acreage will mean a better use of our land from the standpoint of soil conservation.

Balance Between Grass and Tilled Crops.—I am thoroly convinced that the ultimate solution of the agricultural problem in the United States is going to be the establishment of the proper balance between the acreages of our grass and tilled crops. This fundamental adjustment is a long job and a hard job, but one that we will eventually complete. If war hysteria leads to the plowing up of grasslands it will be costly. In our conservation program and in our planning, we have recognized that certain land has been in crops that never should have been in crops, and we have taken steps to put that land back to grass and trees. Thanks to the conservation program there need be no plowing up of this grassland. The increased

fertility and the better methods of farming which have been and are being put into practice by farmers under the A.A.A. programs are an assurance that whatever additional production the American farm plant may be called upon to produce can be obtained from our better land thru increased yields and will not need to be produced from the marginal land that should not be in crops. With the A.A.A. program we are in a position, if necessary, to bring about an orderly expansion of agricultural production without stopping our soil conservation efforts.

After the present war is concluded we know that farmers will face once more the problem of finding a market for the export crops produced in this country. We know that farmers will face once more the problem of adjusting acreage. We know that farmers will continue to face the problem of maintaining fair prices and income just as they did after the last war. After the last war, farmers were left to go it alone. This time they will have the machinery of the A.A.A. to cushion the shocks.

You serve the farmer, you serve the consumer. The welfare of agriculture is your welfare. You have definite responsibilities, as has the A.A.A. In this trying period may we all work together to carry out these responsibilities.

SAM A. RICE, Metamora, Ohio, presented the report of the resolutions committee and all of the resolutions were immediately adopted without debate.

Resolutions Adopted

For Use by C.C.C. of Terminal Storage

That we recommend to the Commodity Credit Corporation that available space in terminal grain elevators in and near the corn producing area be used in preference to emergency and temporary government storage devices now being set up.

With ample storage facilities available at exceptionally low storage rates where grain can be safely and economically warehoused, we feel that the national economy will be served best by government use of this important industry. In the program of the government agency we believe that the important and necessary terminal elevator industry should be utilized to its fullest extent.

For Survey of Country Elevator Costs

That we urge upon the Agricultural Adjustment Administration and the Commodity Credit Corporation that a survey be made of the costs of handling and storage in country grain elevators; that such a survey be conducted under joint auspices of the federal agencies and the country elevator groups of this National Ass'n, with the hope and expectation that from such a survey there be developed a sound, fair and satisfactory basis for handling and storage charges of grain in country elevators.

Applaud Purpose to Employ Commission Merchants

We heartily applaud the decision reached by the Commodity Credit Corporation and the Agricultural Adjustment Administration for the use of the services of cash grain commission merchants in the movement of corn into terminal storage, and compliment both the federal agency officials and the representatives of the commission merchants for the constructive manner in which they have moved toward this general decision, and are now working out the mechanical details of that activity.

End Land Grant Rate Discriminations

WHEREAS the land grant acts have caused much confusion among producers, shippers and non-land-grant railroads throughout the country and have created unjust and discriminatory conditions between those interests located on non-land-grant railroads in selling and shipping their products, as well as placing producers and other shippers at a decided disadvantage compared with government agencies shipping the same products under land grant rates; be it therefore

RESOLVED that this National Ass'n unite with all other organizations and groups similarly affected by this antiquated situation, to the end that appropriate legislation be adopted to eliminate the discrimination incident to the existence of land grant rates.

Other resolutions were adopted directing attention of the proper com'ites of the Ass'n to the pending Truman-Fuller bill on warehousing and inspection of grains; thanking those speakers who had added to the value of the group meetings, and thanking their Minneapolis hosts for

contributing to the entertainment and success of the convention.

PRES. BAST announced that it had been decided best to elect one-half of the board of directors each year so as to have some directors who have had at least one year's close acquaintance with the affairs of the association.

GEO. E. BOOTH, chairman of the nominating committee, presented the following nominees, all of whom were elected without opposition:

Officers Elected

E. H. Sexauer, Brookings, S. D., Pres.; S. L. Rice, Metamora, Ohio, 1st Vice-Pres.; F. P. Heffelfinger, Minneapolis, Minn., 2d Vice-Pres.

Directors (nominated by associations): G. E. Blewett, Ft. Worth, Tex., Texas Grain & Feed Dealers Ass'n; Hugh Hale, Royal, Iowa, Western Grain & Feed Dealers Ass'n; A. J. Haile, Spokane, Wash., Pac. N. W. Grain Dealers Ass'n; F. W. Lipscomb, Springfield, Mo., Missouri Grain & Feed Ass'n; F. E. Derby, Topeka, Kans., Kansas Gr. & Feed Dealers Ass'n; Lionel True, Springville, N. Y., Mutual Millers & Feed Dealers; A. C. Koch, Breese, Ill., Illinois Grain Dealers Ass'n; Geo. A. Stites, Union, Nebr., Nebr. Grain Dealers Ass'n; A. L. Riedel, Saginaw, Mich., Michigan Bean Jobbers Ass'n; F. E. Watkins, Cleveland, O., Ohio Gr., Mill & Feed Dealers Ass'n; C. C. Barnes, Winchester, Ind., Indiana Grain Dealers Ass'n.

Directors at Large: C. F. Morris, Charlotte, N. C.; E. B. Evans, Decatur, Ill.; G. A. Pritchard, Fortville, Ind.; R. C. Booth, Cedar Rapids, Iowa; E. R. Martin, Norfolk, Va.; Paul Whitman, New York, N. Y.

PRES.-ELECT E. H. SEXAUER of Brookings, S. D., being called for, said:

President Sexauer's Response and Appeal

I wish to express to the members of this association my very deep and sincere thanks for the high honor which they have conferred on me. There is no honor that will ever come to me which I shall appreciate as much as the confidence which you, the members of my own trade, have expressed in me, for certainly no honor is more to be desired than the confidence and esteem of one's friends and business associates. I assure you that I shall do all in my power to merit the confidence in me and your action.

In assuming the presidency of the National



President-Elect Elmer H. Sexauer, Brookings, S. D.

Association, I wish first of all to pay my personal and official respects to the retiring president. He has led our organization through two critical years, but even in critical years he has improved our entire organization and expanded our services to the members. Where you have seen this national association coming definitely into the picture as a national force, you may give, as I give here this morning, the thanks and recognition due the work of Otto F. Bast.

I am cognizant that with this honor there also goes a great responsibility, a responsibility not only to this association, which is the spokesman and representative of this great industry, which is one of the largest in the country, but also to agriculture, which the grain trade serves. For, after all, we grain men are a part of agriculture. We are, if you please, the farmers' hired man whose job it is to find the best market and best price for his grain. The grain trade has always recognized this and has worked at all times to develop a service which would enable them to perform this duty.

The trade in this country and Canada is developing a service which has resulted in grain being handled more economically and efficiently than anywhere else in the world, a record of which we may feel justly proud. Too, the record of the grain trade in the years gone by when it was their sole responsibility to find a market for the surpluses with which this country has always been blessed, and when surpluses were not regarded as a disaster but as a good thing, is one for which we need offer no apology. Parity for agriculture, my friends, is still based on prices which prevailed in those days.

Unfortunately the mechanics of handling and marketing grain are necessarily complex, and a great deal of legislation has been enacted pertaining to this important function of agriculture. Some of the legislation enacted was desirable and had the approval of the grain trade, but some was harmful and has caused great havoc not only to the grain trade but to agriculture as well. This, no doubt, was largely due to a lack of understanding of the principles involved in a practical marketing service. The grain dealers of the past were better salesmen of grain than they were of their marketing service, being too busy developing markets and services to give much time to public relations.

To correct this situation and to bring to the realization of the public the splendid service which the grain trade can render to agriculture when not hampered by harmful and unnecessary restrictions is the job of this association. On how well we perform this task depends not only our own livelihood, but to a large degree the prosperity of agriculture and our national economy. Today with the tendency of the government to assume more and more control over all forms of business and endeavor, a national association which can speak with the strength and conviction of numbers is needed more than ever.

I appeal to each of you to give even more support than you have given your national association, because this is your national spokesman and representative of the marketing service of which you are a part and in which you believe. This is too large a task for a small group of men to handle unaided, and I ask that you give your officers at all times the benefit of your counsel and advice. I want every one

of you to feel a deep and intimate interest in your association and I should like to have every one of you consider yourself a member of the Advisory Committee to your officers.

Your association needs you, but even more important, YOU need your association.

The meeting then adjourned *sine die*.

The Supply Trade Was There

JACK WESTERMAN provided the Oyster Shell cigars at the Smorgasbord.

H. H. VAN ORNUM, Cliff St. Cyr and Ed Schatz were the Hart-Carter Co. representatives.

BARNEY WELLER'S New Calumet Cup made of light weight sparkless metal proved of great interest.

STRONG-SCOTT MFG. CO. was represented by Bill Sewell, whose cravat was cut off, Charley Gemlo and S. g. Fangan.

R. R. HOWELL & CO. representatives present included Howard Williams, L. B. Feldman, Walter Kostick, Cliff Lynd, E. Mueller.

GRAIN ELEVATOR BUILDERS present included Tom Ibberson, T. E. Ibberson Co., and Frank Hague, McKenzie-Hague Co.

SUPERIOR SEPARATOR CO., exhibited a cut-away glass front Superior Aspirator and a section of the Superior Cylinder Separator with Vic Oliver in charge.

SEED TRADE REPORTING BUREAU kept open house and exhibited a Steinlite Moisture Tester. L. M. Smith, C. S. Phillips, J. C. Kintz and F. A. Starr represented the company.

FAIRBANKS-MORSE & CO., exhibited the new Fairbanks Direct Reading Full Capacity Grain Scale Beam and the New Fairbanks Full Capacity Beam. Ezra Berry and his satellites represented the company.

OTHER supply trade representatives were: A. B. Osgood, The Day Co.; Fred Picha, Cleveland Mfg. Co.; W. H. Kent representing the J. B. Ehrsam Mfg. Co.; and Add Gerber, J. J. Gerber Sheet Metal Works.

Winnipeg President 44 Years in Grain Trade

George S. Mathieson, who was elected president of the Winnipeg Grain Exchange, Sept. 13, and whose portrait appears on page 244 of the Journals for Sept. 27, has been associated with the grain trade for 44 years; the first 16 in the British Isles and the past 28 years in Winnipeg. He joined the staff of the Norris Grain Co. in 1923 as assistant manager and is now in addition vice-president of the company.



Newly-elected officers of Grain & Feed Dealers National Ass'n. Seated l. to r. are Retiring-President Otto F. Bast, Minneapolis; President-Elect E. H. Sexauer, Brookings, S. D.; Executive Com'te Chairman Fred E. Watkins, Cleveland, O. Standing are Executive Vice-President Ray Bowden, St. Louis, Mo.; 2nd Vice-President F. P. Hefflinger, Minneapolis; 1st Vice-President Sam Rice, Metamora, O.

Notes on National Convention

Harry Olson, purveyor of grain testing equipment, had a Cargill automatic sampler and a Moist-o-Meter on display in his room.

Huge cardboard keys distributed during convention sessions invited delegates to "Visit Room 464," where the Seed Trade Reporting Bureau had a Steinlite moisture tester on display, and provided refreshments.

J. F. (Forrest) Moyer, retiring chairman of the Sec'y's Circle, pleased each member of the group with an expensive booklet giving the roster of membership and showing pictures of each so that they could readily recognize each other. Chairman Moyer got a big hand for his thoughtfulness.

Fulton Bag & Cotton Mills complimented the annual banquet—menu and program printed on pink and blue cotton. In the company's headquarters room H. A. Willmar, A. Denk, G. DuBois, N. Hansen, E. Johnson, G. R. Cross and O. Seeley provided refreshments and gave delegates high grade laundry bags.

EVEN THE WEATHER man did his best to contribute to the comfort and pleasure of the delegates.

THE ANNUAL CONVENTION for 1940 will be held in Louisville, Ky., and the 1941 Convention in Toledo, O.

ONE OF THE pleasing events of the banquet was the presentation of a solid silver platter to the retiring president, Otto F. Bast.

THE OASES provided Sunday by many of the Minneapolis firms were greatly appreciated by those visitors unfamiliar with Minnesota blue laws.

THE MOTOR TRIP to Shakopee Falls to inspect the modern plant of the Rahr Malting Co. was abandoned because of a breakdown in the machinery.

A LARGE NUMBER of the dealers remained in the convention city over Wednesday and spent the morning on the trading floor of the Chamber of Commerce.

TOLEDO'S persistence in inviting the National Ass'n to hold an annual convention in that city was rewarded with being selected host for the 1941 annual meeting.

THE CONVENTION halls and committee rooms were so conveniently arranged on the first and mezzanine floors of Hotel Nicolet, delegates made little use of the elevators.

ALTHO the registration fee of \$3.50 prevented some who expected to leave before the banquet from getting their names on the list, 316 men, 82 women and 12 speakers and guests registered—a total of 410.

THE TESTIMONIAL dinner arranged for the oldest living ex-president, Henry L. Goemann of Mansfield, O., who served the Ass'n in 1906-07, was cancelled because Mr. Goemann's physician advised him not to attempt the trip.

THE FARMERS' elevator ass'ns were well represented by Charley Conaway, Fargo, sec'y Farmers Grain Dealers Ass'n of N. D.; Oscar Olson, Truman, pres. and A. F. Nelson, Minneapolis, sec'y, Farmers Elevator Ass'n of Minnesota; Chris Jensen, Putney, pres. and Cliff Anderson, Aberdeen, ass't sec'y, Farmers Elevator Ass'n of S. D.

P. E. GOODRICH of Winchester, Ind., who was president of the Grain & Feed Dealers National Ass'n when it met in Minneapolis Oct. 11-13, 1920, attended every session and enjoyed meeting his former co-workers. Altho still spry and active in the grain business, Percy stopped off at Rochester for a check-up to help him celebrate his 79th birthday Oct. 7.

THE RECEPTION COMMITTEE composed of O. H. Ulring, chairman; Harold W. Abrahams, Chester C. Baker, H. J. Butler, J. M. Chilton, Harry G. Cowan, John H. Dunn, Harold C. Fisher, James A. Gould, Malcolm E. Grant, Julius Hendel, W. G. Kellogg, Walter S. Leary, James F. Mullin, M. E. Scroggins, Albert H. Thompson, Earl M. White, was kept on the jump day and night.

MINNEAPOLIS was celebrating its 100th birthday, during the Grain Dealers National convention. A hundred of the grain dealers sought to have their pictures taken with June Lang, the Hollywood star, and several other movie personalities imported to help in the city's celebration. A taste of the city's two parades entered the Nicollet Hotel lobby when the Shriners' band pushed its way thru the crowd to form a circle and fill the lobby with the din of many drums and pipes. Stores gave up their most important show windows to the display of old gowns, old coats, spinning wheels and silver. Modern ladies went abroad attired in the fashions that captivated their great grandfathers, and learned that these costumes were still captivating. Hoop skirts, pantalettes, pantaloon, beaver hats, and "bicycles built for two" were the order of the day.

OFFICERS and directors of the national ass'n held their annual dinner and business meeting Sunday evening preceeding the convention, prepared themselves to keep the convention running smoothly, began to lay plans for ass'n work thru the coming year.

The Minneapolis General Committee which contributed so liberally to the success of the convention was composed of: W. T. Fraser, Honorary General Chairman; Edwin J. Pierce, General Chairman; J. A. Gould, Secretary; J. A. Mull, Chairman Finance Committee; John D. McCaull, Chairman Banquet Committee; J. T. Culhane, Chairman Stag-Night Committee; Mrs. E. J. Grimes, Chairman Women's Committee; O. H. Ullring, Chairman Reception Committee; Lew L. Crosby, Chairman Golf Committee; Frank H. Higgins, Chairman Special Entertainment Committee; Miles Kane, Chairman Transportation Committee; John E. Klengen, Chairman Grading School Committee.

At the conference of governors at St. Paul, Minn., Sept. 23, the reciprocal trade agreements made and planned with foreign countries were attacked as unconstitutional.

Sabetha, Kan.—Phil Bruner of this community has hit upon a new plan to rid his place of rats. He sets cage traps and catches a few rats, which he coats with white paint and then turns loose. He says these dipped rats frighten the others and soon all the rats have left the place.

Warehouse Commissioners Form Ass'n

The National Ass'n of State Warehouse Departments is the name of a new organization that sprang into being in the group meetings at the annual convention of the Grain & Feed Dealers National Ass'n in Minneapolis, Oct. 1-2-3. The meetings were called by Scott Bateman, warehouse examiner for the Kansas Grain Inspection Department, who presided.

Representatives from the warehouse departments of Kansas, Minnesota, Nebraska, South Dakota, North Dakota, Iowa, Missouri and Oklahoma were present to elect Scott Bateman, warehouse examiner for the Kansas Grain Inspection Department, president; J. J. Murphy, chairman of the South Dakota Public Railroad Commission, vice-president; George E. Truman, of the Nebraska Railway Commission, sec'y; J. W. Buffington, Missouri's warehouse commissioner, chairman of the legislative com'te.

Purpose of the new organization is to study the warehouse laws covering grain storage in the leading middlewestern grain shipping states, and seek to improve these so as to fill all the requirements of private trade, and government lending agencies, at the same time giving full protection to the producer.

During the course of the first day's meeting a discussion was carried on by the officials concerning the various grain warehousing laws and this continued until 12:15 when an adjournment was taken until 2:15, at which time the discussion was continued. At the close of this discussion Buffington moved that the group organize on a permanent basis, the motion was seconded and unanimously carried.

On Buffington's move, Chairman Bateman was authorized to appoint a com'te with powers to adopt ways and means of procedure for the permanent organization. Chairman Bateman appointed Messrs. Jerdee, Buffington and Larkin.

Buffington then explained the proposed Federal Act, at the conclusion of which Mr. Jerdee moved that a record be made that House Bill 6958, 76th Congress, be opposed, which motion was carried.

Present at the meeting on Oct. 1 were Scott S. Bateman, warehouse examiner, Kansas Grain Inspection Department; M. E. Jerdee, Minnesota State Chief Inspector; M. B. Ritter, registrar,

Minnesota; J. E. Paulsen, chief deputy and weighmaster, Duluth, Minn.; J. W. Buffington, warehouse commissioner, Missouri; Ben Feunquay, Enid, Okla., representing Joe Scott, president, State Board of Agriculture, Oklahoma; John A. Whaley, supervisor, Public Local Grain Warehouse, Minn.; H. R. Stewart, superintendent, Warehouse Division, Iowa State Commerce Commission; Erland Carlsson, chief inspector of Kansas, Kansas City, Mo.; Ben C. Larkin, Railroad Commissioner, North Dakota; J. J. Murphy, chairman, Public Retailers Commission, S. D.; H. E. Kokjer, Assistant Attorney General, Neb.; G. A. Fox, supervisor, Warehouse Department, Neb.; G. E. Truman, secretary, State Railway Commission, Neb.

Treat Weevily Grain Before It Reaches Terminal

Atmospheric conditions have been particularly favorable to the development of weevil and moth in grain this year, contends R. R. DeArmond, supervisor of sampling and inspections for the St. Louis Merchants Exchange. Not only has the weather been warm thru August and early September weeks, but the air has been high in humidity, a condition well liked by all kinds of stored grain bugs, in admitting that 15% of recent corn receipts from the 1938 and 1937 crops have shown Angoumois moth damage.

The sampling department's car treating service has been in strong demand on moth damaged corn. When an inspection report shows "weevily," the notation made for either live weevil or live moth, the sampling department is usually called upon to treat the car, kill the bugs and take another sample that will show no live bugs. This service costs \$8 per car. In addition to the use of accepted gaseous insecticides to kill weevil in the grain, samplers enter the car armed with gas masks, spray guns, and a powerful moth spray to destroy the moth flying about in the car.

Grain buyers, says DeArmond, naturally look with suspicion on a car of grain which has been inspected twice. Country grain dealers would do well, if moth or weevil is present in the grain they ship, to treat the cars before they are pulled away from the elevator.



E. C. Dreyer, St. Louis, Mo., Chairman of Feed Affairs Com'te of National Ass'n, was continued in office.

Jack F. Leahy, Kansas City, Mo., who was elected President of Federation of Grain Commission Merchants Ass'ns.

Jack Culhane, Minneapolis, chairman of the "Smorgasbord" and leading entertainer at National Ass'n convention in Minneapolis.

The Grain Exchange Institute

[From Address of J. M. R. Glaser, President of the Grain Exchange Institute before Grain Dealers National Ass'n at Minneapolis.]

The opportunity and privilege of telling the Grain Dealers National Convention something about the work of the Grain Exchange Institute is indeed a welcome one. It is not a lengthy story, but I am certain that all can appreciate how interesting it has been to watch the crystallization of a thought, of an idea, into a concrete fact; one that we trust of course will not be too weighty to carry.

First of all, to give you something of the background of the Institute, permit me to turn back eight years, to 1931. The fall of that year witnessed the offering of a lecture course on the subject of GRAIN AND ITS MARKETING. This project was initiated and sponsored by the Association of Grain Commission Merchants, an Association of Board of Trade member firms in the city of Chicago.

The purpose of these lectures was to acquaint Board of Trade members, their employees, etc., with the details of the grain trade beyond those followed in their own individualized efforts. The lectures were given by outstanding men in the industry and subsequently were printed for general distribution. This initial lecture series proved so successful that it was made an annual affair, with the general plan being followed of discussing a different phase of the industry each year.

In the summer of 1937, it was felt advisable to make a survey of our past efforts. After carefully reviewing the matter at great length, it was finally concluded that immeasurably better results could be obtained through the creation of what might be termed an industrial school. Furthermore, that this school offer comprehensive courses each year on the subject of GRAIN AND ITS MARKETING to Exchange members, to traders, to solicitors, to students, in fact to anyone desiring a real understanding of the many ramifications of the grain trade. A permanent policy was also fixed in that the sole point of view in these courses be a factual one with all extraneous matters definitely eliminated.

The result was the formation of The Grain Exchange Institute under the sponsorship of the Association of Grain Commission Merchants, being subsequently incorporated under the laws of the State of Illinois as a corporation—not for profit.

Our first problem was that of securing adequate text material for the use of the students, but after diligent search we discovered to our dismay, that while there were many publications covering various phases of the grain business, there was not one volume which adequately covered the entire subject. Thus, having blithely embarked on this new venture of the school, we were now confronted with the necessity of writing a text-book. A man in the grain trade has many and diverse problems to meet, but I can assure you this was really a novel one.

In view of the fact that the grain business is

so highly specialized, it was felt that this very specialization would be of great benefit in securing adequate manuscripts. We accordingly sought and secured the co-operation of almost 100 men in the grain trade, with each man's contribution dealing solely with his own specialty. For example, the crop reporters were requested to furnish material for the section dealing with the production of grain; country elevator operators, with their knowledge on that subject; The Bureau of Agricultural Economics to furnish data on the grading of grain, etc.

The editing and correlating of these many manuscripts was our next problem and we were indeed fortunate in securing the services of Mr. Deane W. Malott, who was at that time Assistant Professor at the Harvard School of Business Administration and who is now Chancellor of the University of Kansas. At this point I wish to pay sincere tribute to the assistance and the help we secured from the many people who contributed manuscripts, to Mr. Malott for his zeal in editing the text, and to the tireless efforts of the other members of the Committee.

Registrations were opened about a year ago, after 14 months of work, the classroom course starting the end of October, 1938, with a final enrollment of about 280 men and women. There were members of the Chicago Board of Trade, customers men, employees of member firms, traders, officers and employees of banks, of Insurance Companies, and of Railroads, briefly, a most interesting cross-section of industries, directly and indirectly interested in the marketing of grain.

We had originally expected only to conduct one class, but due to the large enrollment, we divided the group into three sections, namely, on Tuesday and Thursday afternoons and Thursday evenings. The class procedure was quite simple. A student receives the text material, to be studied for the following week, upon entering the classroom. The two-hour period is then started by a brief test paper, and thereafter, the instructor takes over the class with discussions by himself as well as the students.

The three main requirements for receiving a certificate of completion of the course are: First, satisfactory classroom marks; secondly, the submission of a satisfactory thesis on one of a series of selected subjects dealing with the Marketing of Grain; and last, the passing of a final examination on the entire course.

This final examination, while comprehensive, is not technical; rather a fair test of the knowledge of the fundamentals of the grain business. For example, in one examination a series of definitions were called for, such as "open interest," stop loss order, visible supply, etc. Then there were other questions requiring discussions of specific phases, such as tracing a hedging order from its inception through to the final

report, discussing any one operation in a terminal grain elevator, etc.

In March, 1939, we offered a limited number of Correspondence Courses on Grain and Its Marketing with the enrollment, however, about 60% greater than anticipated. The text was exactly the same as that used in the classroom course, the material being sent out weekly, with questions to be returned for correction the ensuing week. An examination is also required upon completion of the course.

Although the Grain Exchange Institute is located in Chicago, it is our endeavor to present the study of Grain and Its Marketing in its broadest possible aspects, rather than in any localized fashion, with the thought before us at all times that the material in the course may be of equal benefit to the man in Minnesota, in New York, in Texas or in Chicago.

The second year of the Grain Exchange Institute is being started this fall. Our first class in Chicago begins on October 24th, while the Correspondence Course will start November first, registrations for both courses having opened on Monday.

[It has long been my opinion, and it may be a novel thought to some of you, that the grain trade is really the producers' sales force. In view of the experience in other industries that the better the members of a sales organization are equipped, the more efficient they are, it would seem decidedly logical that the same condition would obtain in our business, especially in view of its many ramifications.]

The Institute is a non-profit organization, with the efforts of its officers and directors entirely voluntary, there being of course a small paid office staff who take care of the details. Our only source of income is the fees received from students in the classroom and Correspondence courses. We are proud to say that we have been financially independent from the very outset. In view of this fact, we have been compelled to insist that students pay in advance.

Merchant Truckers

A considerable number of states have, in the past few years, enacted statutes enlarging the scope of the old peddler laws to cover the merchant trucker who sells merchandise from his truck or sets up a temporary stand. In Arizona the merchant trucker must pay a license fee of \$200 per year in each county (\$25 additional for each assistant), and a wholesale peddler who sells for purposes of resale must pay a \$500 license fee in counties over 100,000 population, \$300 in counties of less population, and post a bond of \$5,000 with a surety licensed in the state. In Montana, a trucker must pay \$100 on one truck and \$50 for each additional truck. In Nebraska he must pay a license fee of \$25 and a \$10 occupation tax for each vehicle.

W. C. Durant charges a reprehensible and malicious legal presentation by the Department of Agriculture accusing him of falsely reporting grain future transactions on the Chicago Board of Trade. Durant alleges the accusation at the instance of Sec'y Wallace affected his reputation for business integrity.



Left to right: J. L. Hanly and Howard McMillin, Minneapolis; Barney O'Dowd, Kansas City; A. C. Koch, Breese, Ill.; E. H. Sexauer, Brookings, S. D.; Otto F. Bast, Minneapolis, at "Scandinavian Night."

Sec'y's Circle Elects Capt. Webster

Proof of the tremendous contribution state and regional grain dealer ass'ns are making to the work of the Grain & Feed Dealers National Ass'n was well in evidence at the national convention in Minneapolis, Oct 1, 2 and 3. All day Sunday preceding the main sessions, and twice again at breakfast meetings, state sec'y's from all parts of the country were together for consideration of the many problems facing the grain and feed industry in 1939-40.

No less than 6,000 local elevators and feed plants were represented by the 18 sec'y's present for these meetings of the Sec'y's Circle. That the potential strength of this great united group is appreciated by government officials was shown by the fact that some of the most important speakers at the entire convention traveled to Minneapolis solely to confer with the secretaries.

The first conference of this type was arranged as a part of the national convention at Dallas, Tex., two years ago. Since then, under the leadership of Forrest Moyer, Dodge City, Kan., sec'y of the Kansas Grain, Feed & Seed Dealers Ass'n, the Sec'y's Circle has grown steadily in usefulness and influence.

The first subject discussed by the Circle on Sunday was a proposed safety code for country elevators. Hylton Brown, of the U. S. D. A., urged the ass'ns to draft recommendations before some code is drafted elsewhere and forced on the industry. All sec'y's present agreed on the practical necessity for safety standards, particularly to guard against dust explosions in country mills and elevators, and the following special com'te was named to work with Mr. Brown on the draft: L. C. Webster, sec'y of the Northwest Country Elevator Ass'n, Minneapolis, was elected chairman. Other members are Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n; J. F. Moyer, of the Kansas Ass'n, and Ted Brasch, Spokane, Wash., sec'y of the Pacific Northwest Grain Dealers Ass'n.

A large part of the Sunday discussion centered on problems arising out of the AAA and CCC programs. William MacArthur of the north central division, AAA, Washington, D. C., and James A. Cole of Commodity Credit Corp., Washington, participated in the conference, answered many troublesome questions about the corn and wheat programs, and heard the recommendations of the secretaries.

Full cooperation with the ass'ns thru the office of the Grain & Feed Dealers National Ass'n was promised by the government men, and Mr. MacArthur praised highly the serious and cooperative attitude with which the sec'y's group approached national problems.

The federal stamp plan for the distribution of surplus commodities, and the extent to which



L. C. Webster, Minneapolis, was elected to head Sec'y's Circle.

it is likely to be carried by the government in the future, was ably explained by James B. Hasselman of the division of information for the marketing phases of the U.S.D.A. program. He also supplied up-to-the-minute information on the wheat export program, and the flour subsidy.

At a noon luncheon Sunday Leroy K. Smith, manager of the Federal Crop Insurance Corp., explained the results from wheat insurance during the past year, and told the group what to expect in the future. At this meeting the warehouse officials of various states who had been holding their own separate conference, joined the secretaries, since F.C.I.C. wheat insurance premiums are being stored in federally licensed warehouses. Scott Bateman of the Kansas department, explained the Kansas warehouse law, and offered to supply all the sec'y's with further information on request.

STANLEY FERGUSON, Minneapolis, told the sec'y's the inside story of the successful efforts of the commission merchants to get adequate consideration by the government in the movement of C.C.C. corn, and urged the ass'ns in their dealings with the government to refrain from the use of any kind of "pressure" to obtain their ends.

At ensuing meetings of the sec'y's Chester L. Weekes of St. Joseph, Mo., chairman of the trucking competition com'te of the national ass'n, discussed coordination of regional efforts

on itinerant trucker-merchant legislation, and offered his services as a clearing house for this type of information.

DAVE STEENBERGH, sec'y of the Central Retail Feed Ass'n, Milwaukee, told the sec'y's to take advantage of the trade promotion possibilities in National Feed Week.

L. C. WEBSTER, Minneapolis, was elected to succeed Mr. Moyer as chairman of the sec'y's Circle for the coming year, and the group presented Dave Steenbergh with an electric clock in recognition of his joining the benedicts.

War Affecting the Grain Trade

A fleet of 15 wheat laden steamships from Canada is said to have reached England recently, convoyed by destroyers.

Feedstuffs concentrates in the United Kingdom have been placed under government control, English residents being required not to trade abroad except under license and to transfer any holdings to the minister of feed. Purchases of imports will be made abroad by the director of feedstuffs.

All materials, raw or finished, held by industries must be insured against war risk at so heavy a premium as to extinguish all profit by some factories in the United Kingdom. In some instances the charge for insurance for one month exceeds the average annual profit of the business, creating an impossible situation.

One phase of the war which is not only discouraging to buyers, but which tends to cast doubt on the war being of long duration, is the lack of foreign buying of any consequence. However, this is explained in great measure by the fact that Canada is now expected to have a total crop of around 500,000,000 bus. This will provide a surplus large enough to fill most of Europe's requirements, and has the advantage of being the most assessable and most easily protected from submarines.—Fred A. Record.

The ocean freight rate on British steamers from St. Lawrence ports is fixed temporarily at 10 cents per bushel for wheat for full cargoes to an English port, presumably under convoy. The need for time to organize the convoy system has been one of the chief factors in the slow demand for Canadian wheat. Trade offers to the United Kingdom have been largely ignored since the outbreak of war. Neutral continental European countries, on the other hand, have shown their anxiety to get Canadian wheat by paying for its diversion to New York in addition to heavy ocean freight and insurance rates.—James Richardson & Sons.



The Sec'y's Circle held several breakfast meetings during the course of the national convention at Minneapolis.

The Grain Grading School

The grain grading school conducted by Willis B. Combs, Senior Marketing Specialist for the Grain Standards Division of the U. S. Dept. of Agriculture, was confined to out of town visitors and to spring wheat and barley.

The school was conducted Sunday morning, October 1st, in the Federal Office Bldg., where samples had been prepared and displayed for the consideration of the students. Sixty-six, mostly country shippers, attended the school and enjoyed the training under the supervision of Mr. Combs; M. J. Johnson, supervisor at Minneapolis; H. O. Putnam, secretary of the Northwest Crop Improvement Ass'n and W. W. Brookins.

The deep interest aroused by the grading school will surely win for this training in grading and classifying grain a permanent place at the annual meeting of the Grain & Feed Dealers National Ass'n.

What Can the Argentine Grain Board Do?

The Grain Board has been slowly reducing its sale price for wheat and business at \$4.30 per 100 kilos, Rosario, was reported. Operations seem to be few and far between. It is not so much a matter of reducing quotations in order to attract buyers, for the latter do not seem to exist at any price. The deposits and stores in England and Germany are full of wheat.

To buy more is to risk loss thru inability to place the grain in adequate storage accommodation. Some have asked why the Grain Board has not sold more largely at any price, in order to relieve the local storage accommodation. The reply is that there is no demand. If the Board were still further to reduce its prices it would not be able to sell any more, so whatever is the use of such reduction?—*Times of Argentina*.

Commission Merchants Elect Leahy

Nine of the major cash grain markets were represented in a meeting of more than 30 delegates to the annual convention of the Federation of Grain Commission Merchants Ass'ns in the Nicollet Hotel, Minneapolis, Oct. 2.

Favorable progress was reported by President Geo. E. Booth, Chicago, in planning with government officials for the part played by grain commission merchants in the efficient handling of Commodity Credit Corp. sealed corn, and loan impounded wheat.

Election at this first annual meeting of the organization placed the following: Jack F. Leahy, Kansas City, president; B. F. Benson, Minneapolis, first vice-president; Lowell Hoit, Chicago, second vice-president; and B. O. Holmquist, Omaha, sec'y-treasurer.

Commission merchants' organizations from Chicago, Kansas City, Omaha, St. Louis, Minneapolis, Milwaukee, Indianapolis, St. Joseph and Duluth were represented.

The Federation of Grain Commission Merchants Ass'n, the first organization of its kind in the history of the grain trade, was formed at Sioux City last spring to consolidate the interests of this division of the trade.

War Clause in Shipping Contracts

With foresight, neutral shipping lines about a year ago began inserting in their contracts a "war clause" reading as follows:

"Owing to the condition of war or hostilities, existing or threatened, this shipment is accepted at the sole risk of the owners thereof, of arrest, restraint . . . by any power . . . and the carrier or its agent is privileged in its absolute discretion . . . to proceed to any port or ports . . . and there to retain the cargo on board or to discharge same and full bill of lading freight shall be paid together with other charges for additional transportation and all other charges shall be paid by shipper, consignee or assignee and shall be a lien on the goods."

ing freight shall be paid together with other charges for additional transportation and all other charges shall be paid by shipper, consignee or assignee and shall be a lien on the goods."

In consequence of this some grain exporters are now receiving notice that the vessel carrying their shipment to Europe has put into a neutral port and the cargo will remain there pending new arrangements by the shipper to move his cargo to destination, usually at an exorbitant rate of freight.

The Futures Trading Luncheon

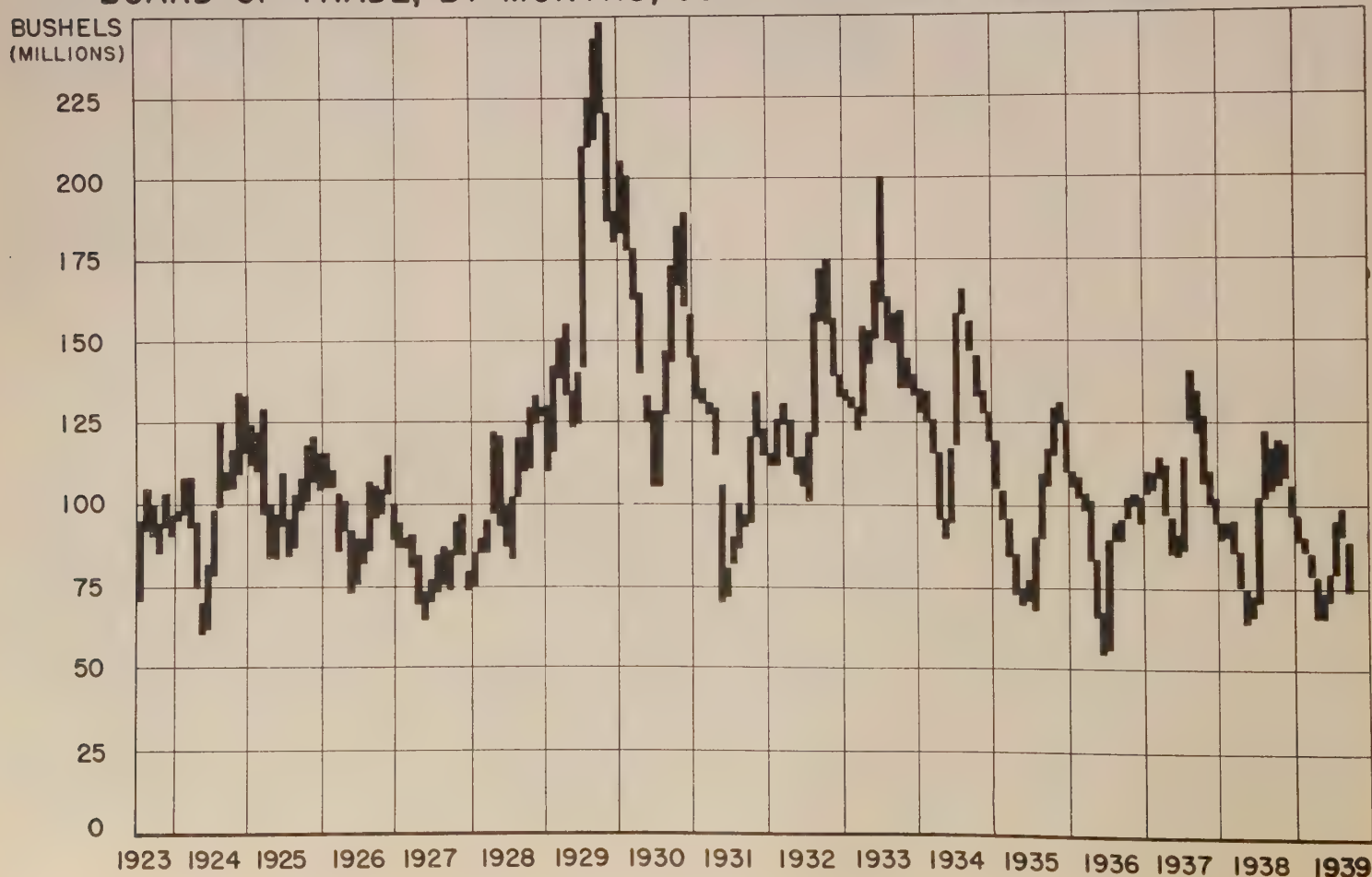
On Monday noon immediately following the adjournment of the general session, a conference was held on the mezzanine floor with F. P. Heffelfinger, Minneapolis, president of the Grain Trade Council, presiding. Although less than fifty dealers had reserved places, over one hundred applied for seats.

DR. J. W. T. DUVEL, chief of the Commodity Credit Corp., Washington, D. C., in addressing the dealers, said "We have always been sympathetic with the usefulness of future trading in the marketing of grain. We are trying to correct some of the abuses of future trading, especially the bucketing of trades. Some traders are in the penitentiary for bucketing trades, still others indulge in the practice although they know it is unlawful."

"I will show you several charts, showing the volume of future trading and the range in the volume of open contracts on the Chicago Board of Trade by months for each year from July, 1923, to October, 1939. If you will study these charts carefully, you will recognize that the depression has not afflicted the futures marketing as many seem to think. The futures markets are not dead, but the open trades clearly indicate the volume is in keeping with the hedges."

"The large trader who has an active following generally is courting trouble, because when he becomes well entrenched, he finds it difficult

WHEAT FUTURES: RANGE IN OPEN CONTRACTS ON THE CHICAGO BOARD OF TRADE, BY MONTHS, JULY 1923 - SEPTEMBER 1939



to resist the temptation to manipulate the market to his own advantage. The larger the volume of trading and the greater the number of traders, the more useful is the futures market in the marketing of cash grain.

"I believe it would be to the advantage of the commission merchants if they would scrutinize the source of margins deposited. Futures markets cannot efficiently reflect true values without public participation in the trading."

JOHN MCCARTHY, president,⁹ Chicago Board of Trade: "I was surprised to hear the Doctor complain of the bucketing of future trades. Our Exchange has rules forbidding the bucketing of trades and if any are caught bucketing trades, they will be quickly punished."

If any other abuses exist in our marketing system, we will be glad to co-operate with the government in affecting a permanent correction. We are convinced that the margins required are excessive and unreasonable."

J. H. CALDWELL, St. Louis, Mo.: "The high margins required on future trades are out of reason. The large volume of trading in cash grain is conducted without depositing any margin. How do you justify this discrimination? Requiring excessive margins keeps many traders out of the market and hurts all interests."

OTTO F. BAST, Minneapolis: "All authorities realize that the business of some traders is undesirable, but it is hardly fair to require commission merchants to censure the moral right of the trader to buy or sell."

DR. DUVEL: "Under the Commodity Exchange Act, we have no authority to regulate the amount of the margin deposited on future trades."

HARVEY WILLIAMS, Chicago: "The rigid rules covering the amount of margins deposited are impractical. We cannot hope to get the same prompt response to margin calls from distant customers in the country as from local city trades."

The charts reproduced herewith were presented by Dr. Duvel at the conference and this interesting discussion was brought to a close.

The "Smorgasbord"

Featured for the annual men's stag party was a Smorgasbord Dinner, in the main ball room of the Nicollet Hotel, Monday evening, where more than 400 visitors helped themselves to an endless supply of relishes, cold and warm meats, salads, potatoes, pie and "strudel." Coffee drinkers drank coffee, beer drinkers drank beer, before settling down for the "Scandinavian Night" entertainment.

Ted Johnson's Scandi-Nordkivist radio and recording orchestra played thru the dining and the entertainment. Swedish Folk Dances were executed by Swedish folks in the costumes of their homeland. Rueben Halmquist sang old-time Norwegian and Swedish melodies.

Most fun was provided by a magician, with many new (to the grain trade) tricks. All were confused by the Chinese rings; surprised when Bill Sewell's colorful Minneapolis necktie appeared whole again about his neck after the magician had cut it into little bits. Bill felt of his neck, but his friends accused him of having had a part in a trumped up act, of aiding and abetting the magician in performing the stunt.

Our front cover shows some of the leading personalities among the grain dealers at the Smorgasbord, in convention moods.

Legends of Photographs on Front Cover

1—Cliff Anderson, Aberdeen, assistant sec'y, and Chris Jensen, president, Putney, of the Farmers Elevator Ass'n of South Dakota.

2—A group watching the entertainment. In the foreground is Fred Sale, Indianapolis, sec'y Indiana Grain Dealers Ass'n, and Forrest

Moyer, Dodge City, sec'y Kansas Grain, Feed & Seed Dealers Ass'n, smoking pipes. Right behind them are J. C. Culhane and E. C. Hillweg, Minneapolis.

3—John G. McCarthy, president, Chicago Board of Trade, is caught off guard.

4—Between the acts at the annual stag, old friends visit. In the immediate foreground, wearing glasses, are C. G. Robinson, Memphis, Tenn., talking to J. F. Suhring, Minneapolis.

5—St. Louis takes a bow. Seated, l. to r., are Joe Roberts of Sioux City (who got mixed with them), then J. M. Adam, R. R. DeArmond and R. G. Adam. Standing are Dan Mullally, Julius Scheuneman, L. F. Schultz and H. B. Seward (Marshalltown, Ia.).

6—E. J. Grimes, Minneapolis, and the ass'n's executive vice-president, Ray Bowden, St. Louis, talking it over.

7—Another group of visitors between the acts. Walter Green, Lakefield, Minn., dangles the cigarette. Delos James, Washington, D. C., has the cigar.

8—Sioux City's crowd. Left to right are C. E. McDonald, John Hedelund (of Omaha), Paul Larson, Joe Roberts, F. E. Devendorf (of Los Angeles) and H. L. Jackson.

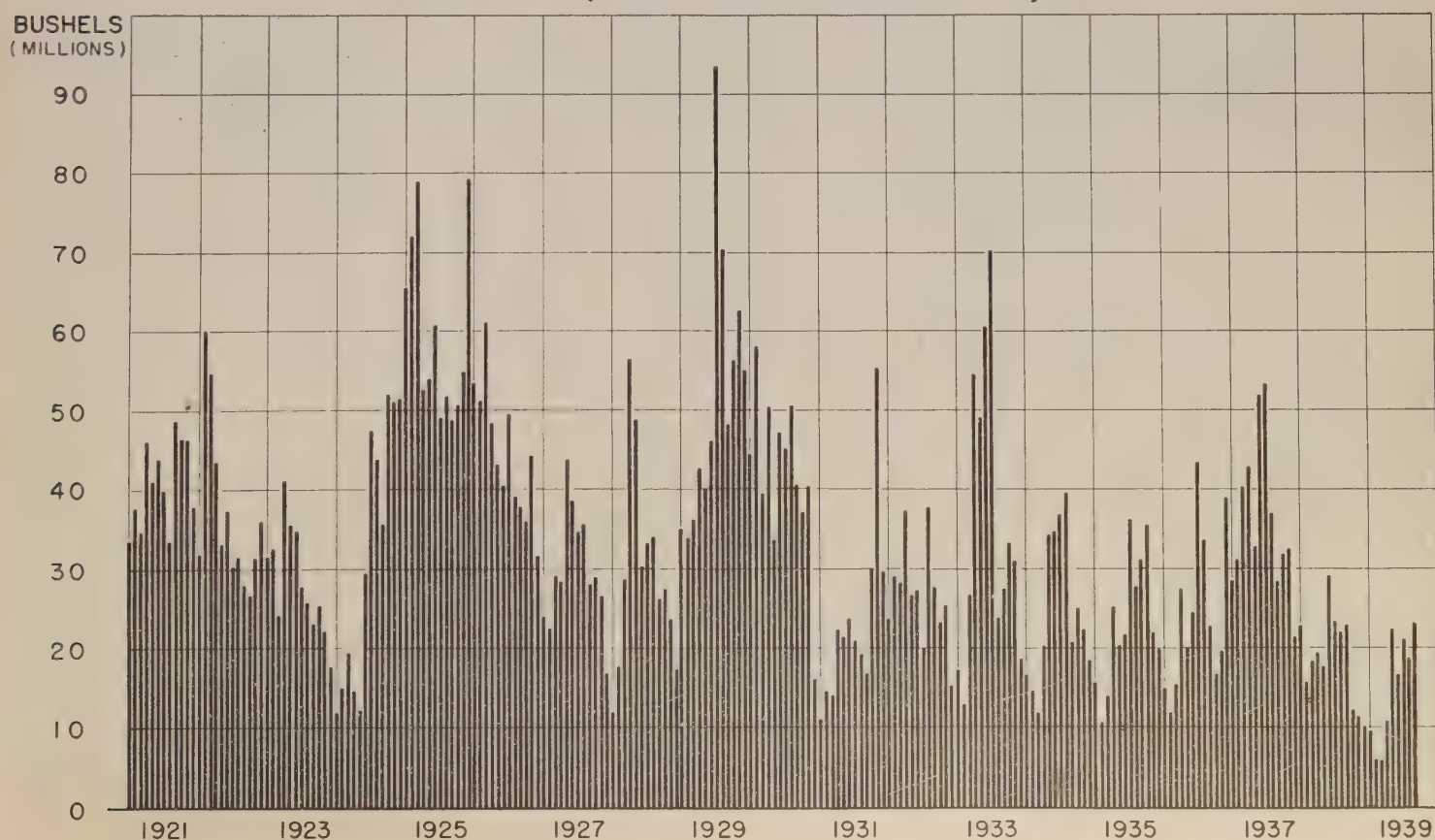
9—Sam Rice, Metamora, O., Sam Mason, Sioux City, Ia., E. C. Eikenberry, Camden, O., G. J. Schuh, Cincinnati, O., and John Motz, Brice, O.

10—Otis E. Lapham, Boston, Mass., Frank J. Kovarik, Minneapolis, and A. S. MacDonald, Boston, Mass.

11—F. Peavey Heffelfinger, Julius Hendel, Minneapolis, W. W. Dewey, Peoria, Ill., and George Booth, Chicago.

Loans to growers by the government on grains still are possible, the prices not having advanced beyond the 75 per cent of parity specified in the law. Parity for wheat is \$1.11 and for corn 80.2c per bushel, but these are not fixed, and will rise when other commodities rise.

WHEAT: AVERAGE DAILY VOLUME OF TRADING IN ALL FUTURES COMBINED ON THE CHICAGO BOARD OF TRADE, BY MONTHS, JANUARY 3, 1921 - SEPTEMBER 30, 1939



Grain Weighmasters and Inspectors Study Fees and Overtime

Pre-meeting discourse at the 22nd annual convention of the Terminal Grain Weighmasters National Ass'n, and the 38th annual convention of the Chief Grain Inspectors National Ass'n in the Nicollet Hotel, Minneapolis, Oct. 1, centered on the proposed federal bill to put federal weighmen and inspectors at all federally licensed elevators.

THE PROPOSED federal warehouse bill was resented as encroachment on state and private rights and classed as likely to create inefficient duplication of weighing and inspection services, which would be expensive for the trade.

WEEVILY wheat and Angoumois moth damaged corn have been common in receipts at virtually all markets. Weighmasters felt an important contributing cause is the long period of storage under poor conditions that has been suffered by farm stored grain while held under government loans. Terminal elevators have refused to unload weevily grain. This has caused confusion and delay in terminal markets, because carloads of weevily grain would be switched from one elevator to another before finding disposition.

Weighmasters Session

PRESIDENT CLAY JOHNSON, Peoria, presiding at the regular session of the Terminal Grain Weighmasters Ass'n Sunday morning, submitted two questions for the thoughtful consideration of weighmasters during his annual address.

A premium has been placed on speed during the peak receipts of grain at some markets, he said, wondering if a degree of accuracy in weights has not been sacrificed to hurry at times. Weighmasters, he felt, should select weighmen carefully, for the human equation

can be a bigger hazard to accurate weights than inaccurate scales.

If the weighmasters, he added, will take home and put into practice the ideas presented at their annual conventions, weighing service at all markets will improve.

Wood Inner-Linings in Box Cars

JOE SCHMITZ, weighmaster for the Chicago Board of Trade, vigorously opposed the wood inner-linings railroads are using in box cars with corrugated steel ends, complaining that these ends pocket grain and make complete unloading difficult. His description of the difficulties caused by these inner-linings appears elsewhere in this number.

Following his address, the delegates adopted a resolution denouncing inner-linings, as follows:

WHEREAS, An examination of grain cars, with ends designated as "Corrugated Ends," shows conclusively that grain is trapped between such corrugated end walls and the inner end linings of these cars, and

WHEREAS, It is practically impossible to remove this grain without considerable damage to the car linings, and

WHEREAS, Because of the unwillingness of unloaders to tear off these lining boards, much grain is not removed from these cars, with resultant loss to the shippers of grain. Therefore, be it

RESOLVED, That this ass'n go on record in condemning as unfit for grain loading all cars with end linings so applied that the grain cannot be removed readily, and be it further

RESOLVED, That the carriers and the builders of these box cars be urged to find a better method of applying end linings so that any grain that leaks behind them will be recoverable, and be it further

RESOLVED, That copies of this resolution be placed in the hands of the Master Car Builders of the extensive grain carrying railroads and the builders and designers of freight cars and any others who may be in a position to aid in preventing this loss of the shipper's grain.

In addition to adopting this resolution, the weighmasters instructed President Johnson to appoint a committee to confer with railroad officials on the subject of inner-linings at the call of such officials. President Johnson appointed Joe Schmitz, Chicago, chairman; John Frazier, Philadelphia, and R. R. DeArmond, St. Louis.

MR. SCHMITZ suggested that uniform shippers weight cards, as used now by several of the markets in order to check weights on inter-market movement of grain, be printed to show the scale number at the loading and unloading points, to quickly point out offending scales.

Dust Collecting Systems

CHARLES KING, Chicago, recited the request of one terminal elevator under his supervision for authority to install a dust collecting sweep over the unloading or receiving sink "to protect the health of its employees."

MR. SCHMITZ could see no objection to dust systems at unloading sinks so long as such system does not come in contact with grain received before it is weighed.

H. A. JUNEAU, Superior, opposed dust collecting systems at point of receipt, tho he felt they might be applied to collection of floating dust in the scale garner.

HARRY CLARK, Omaha, pointed out that several dust explosions have occurred when corn is being turned in an elevator. "Our laboratory has proved," he said, "that corn dust is several times as explosive as wheat dust."

MR. JUNEAU said dust explosions have not occurred in terminal elevators at the "head of the lakes." This he believed due to atmospheric conditions, citing the case of a dust explosion demonstration in Duluth that failed because the dust could not be ignited.

Weighing Fees

SEC'Y HARRY CLARK pointed to the absence of uniformity in weighing fees at different markets. Omaha rates of \$1.25 per car inbound, and 50c per car outbound are not sufficient to support the service, he said, and his department has been considering the elimination of a "downstairs man."

MR. SCHMITZ explained a "sealing sys-



John H. Frazier, Philadelphia, Pa., Elected President by Chief Inspectors.



Joseph A. Schmitz, Chicago, Ill., Elected President by the Weighmasters.



Harry R. Clark, Omaha, Neb., Elected Sec'y-Treasurer by both Inspectors and Weighmasters.

tem" which enables one man to perform both the "upstairs" and the "downstairs" duties. The scale, he said, can be sealed while the weighman goes downstairs to check cars and their contents.

MAJOR CAUSE for the drop in the incomes of weighing departments was believed to be the large box cars now used for shipping grain. "We used to get just as much for weighing a 60,000 pound capacity car," said Mr. Clark, "as we get for the 100,000 and 120,000 pound capacity cars in which grain is shipped today. The total volume of grain today is no larger than it used to be, but the number of cars in which it is shipped has been markedly reduced because of increased car capacities."

MR. JUNEAU said that Superior's weighing department has little cause for complaint. Its income is derived principally from loading lake boats at \$1 per 1,000 bus.

MR. SCHMITZ thought the cost of weighing service might be reduced by use of itinerant weighmen at small industries. In Chicago he charges \$8 per day for such weighing service, applying the regular per car weighing fees against this service charge.

Wages-Hours

JOHN FRAZIER, Philadelphia, said he had used a survey of the wages and hours of grain inspectors as the basis for asking exemption of inspectors from the federal wage-hour law. Administrator Andrews, he said, has given him a vague ruling classifying grain inspectors as professionals. Wages are not the problem, but hour limitations seriously hamper inspection service at times. Frazier expected little relief because "wage-hour officials like to stick to the letter of the wage-hour law."

MR. CLARK said that the overtime of weighmen is charged back to elevators requesting overtime weighing service. Overtime weighing service at time and one-half sharply increases the expense of a weighing department, and intensifies the problem of making weighing fees cover the expense of maintaining weighing departments. State weighing departments are more fortunate than private or board of trade weighing departments, since they are not subject to wage-hour regulation.

SEC'Y CLARK reported the finances of the ass'n to be in good order. The members voted to accept Wm. P. White, Toledo, as a new member.

New Officers

ELECTION of officers placed Joe Schmitz, Chicago, president; John Frazier, Philadelphia, vice-president; Harry Clark, Omaha, sec'y-treasurer.

Adjourned *sine die*.

Consolidated Luncheon

Terminal weighmasters were joined by members of the Chief Grain Inspectors National Ass'n at their annual luncheon, an excellent roast beef repast that prepared all for the meeting of the inspectors in the afternoon.

Chief Inspectors Session

The wage-hour law was the major consideration before the session of the Chief Grain Inspectors National Ass'n following the luncheon.

OVERTIME work by grain inspectors should be charged back to the shipper or receiver who requests an inspection department employee to work overtime, according to expressed opinion. Some inspection departments have no overtime difficulty. They are able to stagger the working hours of samplers and inspectors to meet all demands of the trade.

HARRY CLARK, Omaha, sec'y, believed that inspection fees are too low for the amount of service rendered, and the speed and accuracy demanded by the trade, pointing out, as he did at the morning session of the weighmasters, that box cars are much larger today than a few years ago and that inspection charges based on "carlot receipts" means a smaller income for inspection departments. "Our fees would be high enough," he said, "if we could get enough cars to inspect."

"From 10 to 12 men handle a sample of grain before it reaches the trading floor. Higher fees are necessary if we are to maintain the present high standards of inspection departments."

"Inspection departments could be handled more economically," said Mr. Clark, "if grain samples could be brought in from the cars and inspected one day, and delivered on the floor the following morning. Both samplers and inspectors would do better work if they were not being crowded to a 'deadline,' and working at top speed to get one more car inspected and the sample to the tables."

"Commission men and sellers too would be better off if they were to receive samples of today's receipts on the tables tomorrow morning. Then all of the necessary information could be delivered with the sample, the protein as well as the grade inspection. The seller could offer the grain without reservation regarding unfinished laboratory work. With one day in which to sell the grain before demurrage starts, the business of selling would be completed, and the temptation to speculate by holding the car over for another day would be removed."

PRESIDENT JOHN FRAZIER, Philadelphia, presiding, felt that higher inspection fees are necessary, but he did not feel that uniform

charges for all markets would prove satisfactory.

OTTO BAST, president of the Grain & Feed Dealers National Ass'n, and Minneapolis grain dealer, said that the Minnesota inspection service gives grade information only, does not deliver samples to the floor. The Minneapolis Chamber of Commerce maintains a bureau that draws floor samples at 50c per sample, but makes no money on this service.

Duplicate Inspection Certificates

THE DEMAND for duplicate inspection certificates has grown to a point where it requires extra clerical help. Contributing factor is Commodity Credit Corp. loans on wheat and corn. The Omaha inspection department, said Mr. Clark, charges 25c for each duplicate, under the authority of the Exchange's board of directors.

PRESIDENT FRAZIER instructed Sec'y Clark to make a survey of grain inspection charges in the various markets, and of charges for duplicate inspection and protein certificates. Then he appointed a special committee to confer with inspection departments and interested members of the grain trade, and write a resolution calling for sampling and inspection of grain one day, and delivery of samples and certificates to the exchange trading floor the following morning. Appointed to the committee were E. L. Betton, Kansas City; A. A. Breed, Milwaukee, and Harry R. Clark, Omaha.

Inspection of Trucker Grain Difficult

E. J. MURPHY, Washington, D. C., new chief of the grain division of the Agricultural Marketing Service, filling the shoes of the late deceased E. C. Parker, in a series of informal remarks, called attention to consolidation of the grain inspection service with other inspection services in a reorganization of the Agricultural Marketing Service.

Mr. Murphy encouraged grain inspection departments to establish inspection service on trucked grain. He admitted that the grain standards act never considered trucks as a means of shipping grain, and that trucks thereby are enabled to buy and sell grain without benefit of inspection service, even interstate.

SEC'Y CLARK pointed out that a weight or inspection certificate issued to a trucker is good only so long as the trucker is within sight. There is nothing to prevent the trucker unloading No. 2 corn at an elevator and reloading with No. 3, keeping the certificate for use in selling his load to a final buyer. Weight certificates are in a similar position, since it is possible for the truckman to sell part of the load, yet keep the weight certificate as evidence of the contents of the truck. Until truck loads



These are the Weighmasters, Chief Grain Inspectors and their Ladies who had lunch together.

can be sealed, this problem will continue, said Mr. Clark.

MR. MURPHY said that grain samples cannot now be mailed under the franking privilege. Only information requested by federal government officials can be mailed with franked postage in government envelopes.

A bill has been prepared by the grain division, said Mr. Murphy, to place soybean inspection service in the grain division, instead of the hay, feed and seed division where it now rests. In com'ite and remaining untouched so far, this bill would bring soybeans under the grain standards act, and make mandatory their inspection in interstate commerce, when sold by grade.

Election of Officers

ELECTION of officers continued John H. Frazier, Philadelphia, as president; A. A. Breed, Milwaukee, vice-president; Harry R. Clark, Omaha, sec'y-treasurer. Elected to the board of directors was Miles Houseal, Memphis. Hold-over directors are F. B. Tompkins, Peoria, and S. A. Holder, Indianapolis.

Adjourned *sine die*.

Warehousemen Denounce Federal Bill

A JOINT MEETING of the terminal grain weighmasters, the chief grain inspectors, and state grain warehouse commissioners followed the closing of the inspectors meeting.

SCOTT BATEMAN, Kansas City, warehouse examiner for the Kansas Grain Inspection Department, presided, and called attention to H.R. 6958, a new amendment to the federal warehouse law expected to come before the next Congress.

J. W. BUFFINGTON, Jefferson, Mo., Missouri's state warehouse commissioner, described

the new bill. "H.R. 6958 would amend the present federal warehouse law," he said, "to permit the federal Sec'y of Agriculture, in his wisdom, to place weighmen and inspectors of his own choosing at federally licensed elevators and charge for their services, putting the collections in a revolving fund. Thus, collections would revolve to the federal treasury.

"We believe this amendment would duplicate services now performed by state and private agencies and tend to displace gradually these efficient services.

"Even intrastate movement of grain could be taken from state and private agencies. A feature of the new amendment so broadens the definition of interstate commerce as to include most intrastate grain movements."

CHAIRMAN BATEMAN pointed out that while federal inspectors and weighmen may be set up now at federally licensed elevators, they cannot charge for their service, nor furnish written inspection certificates. Yet grain is sometimes sold on their verbal statement of grade in violation of the grain standards act.

Grain warehouse laws of the central states from which grain is shipped are often better, more exacting, than are the federal laws, said Bateman. Evidence is in the readiness with which banks accept their warehouse certificates as collateral for loans.

WALTER SCOTT, sec'y, Kansas City Board of Trade, voiced his opposition to the new federal warehouse law amendment. "We can get along with the state departments now serving us," he said. "Their officials are close enough to be seen. Quick action is possible. Federal control of inspection and weighing services in distant Washington would prove a severe handicap to country grain dealers and terminal markets when a wheat movement starts."

Adjourned *sine die*.

End Linings in Box Cars a Nuisance

[Appearing before the 22nd annual convention of the Terminal Grain Weighmasters National Ass'n in Minneapolis, Oct. 1, J. A. Schmitz, weighmaster for the Chicago Board of Trade, described the problem created by wood inner-linings in corrugated steel end box cars.]

The physical condition of box cars used for hauling grain has shown a steady improvement since 1920, according to the records of the Chicago Board of Trade Weighing Department. In that year the Department recorded 18.5 per cent of the cars arriving as "leaking." Last year this percentage was 2.85 per cent, while the all time low was reached in 1933 when we recorded only 2.46 per cent as leaking from all causes. This improvement of the car box as a safe grain carrier was brought about in large measure by the elimination of the causes for those leaks termed "side and end sheathing leaks." Then too, the adoption of a standard double thickness grain door and better methods of applying them, also played a part in cutting down the number of leaks.

In the old days when the sheathings depended entirely upon nailing for their anchorage, much leakage occurred, for the reason that the "inner-linings" in these cars were ineffective in preventing leakage, and, unless the outside sheathings remained grain tight, loss of grain by leakage would result. The first step taken to prevent leakage at side and end sheathing was to provide anchorage other than nailing for side and end sheathing boards. Coincidentally there was a decided change in the construction of the car box, and the single sheathing car was widely adopted.

The new cars, when properly put together with well seasoned lumber practically eliminated the leaks at side and end of car boxes. The floor of the car also received attention and defects known as short floor boards—cracks between floor boards—were corrected. The door post and side and end posts were also revamped so that with better grain doors and better methods of cooping the percentage of leaking cars was materially reduced. Hence, where formerly the car box had been the chief offender, we now find that leaks over and leaks through grain doors are in the majority.

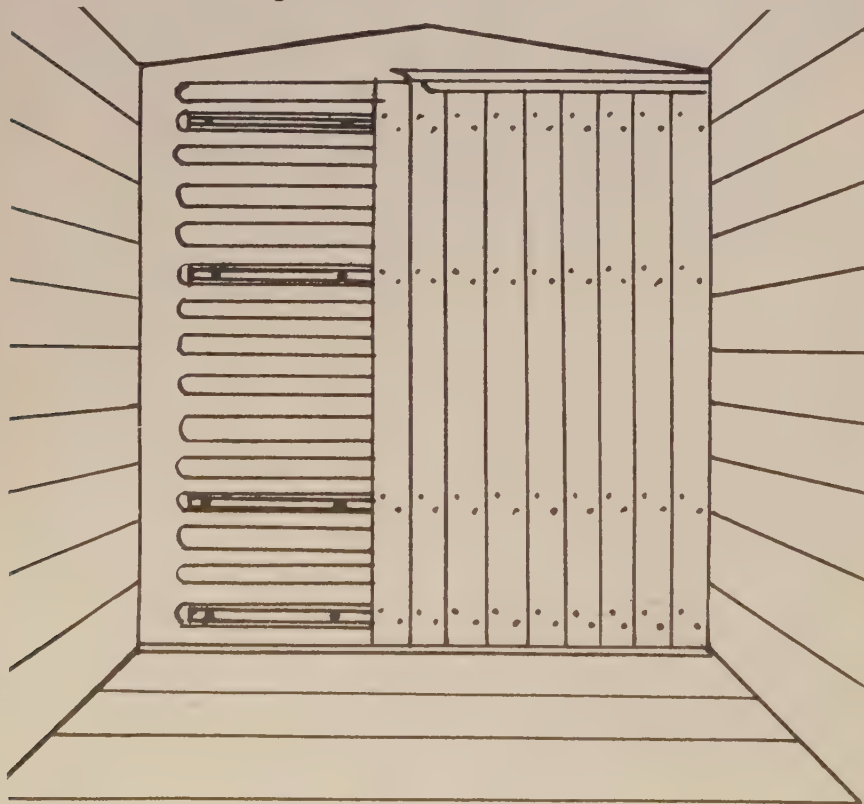
During the period when most of the cars had "inner linings," we frequently found that when grain leaked behind lining it could not be recovered without tearing off the bottom board, either for the reason that the openings at the bottom of these linings were too small to allow the grain to flow out onto the floor of the car, or because the lower lining board extended entirely to the car floor, and any grain that would leak through cracks or crevices, caused by shrinkage of the wood or by injury from other freight, would be trapped and could not be recovered without mutilating the linings. Often, after tearing off the lower board, the quantity recovered was too small to justify the injury done to the car, yet at other times hundreds of pounds of grain would be recovered by removing these lower boards.

Now we find that the subject "grain behind the linings" is with us again. I refer to the corrugated steel ends of the modern box cars. These steel ends have an inside wood lining applied over them. In most cases the lining boards run perpendicular and the "nailing strips" to which they are fastened, run horizontally; just the reverse of the inside lining boards in the old style cars. And now, since these lining boards cover the entire end of the car and extend to the floor, and since the corrugations, of which there are a number, make pockets of considerable size, much grain may be trapped in these pockets. The removal of one lining board drains only a small amount of the grain that has sifted into the pockets back of the lining, so practically every other board of the entire end lining would have to be removed to assure the recovery of all the grain.

We often find that where a zealous unloader

[Concluded on page 313]

Corrugated Steel Ends for Cars



Ends of box cars are made up of three pressed steel plates, riveted together. Four nailing strips are provided inside these ends, to which the end lining boards (tongue and groove), are fastened by nails.

Wooden nailing strips are bolted in the furrows of four of the corrugations so that their outer surfaces are approximately flush with the faces of the steel plates.

The upper edges of lining boards are sealed by facing strips. Corrugations are "full length" in the type of car illustrated—however, there are other types of corrugated ends. The lower edges of lining boards fit snugly against a wooden strip at the floor.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Arkadelphia, Ark.—The condenser and press room of the Farmers Gin & Milling Co. was destroyed by fire Sept. 22.

Batesville, Ark.—Ruddell's mill, a landmark of Independence County, located about three miles west of here, burned recently.

Helena, Ark.—Warren R. Spivey has purchased the old E. G. L. Feed Co. building and will install machinery for operating a corn meal mill.

CALIFORNIA

Orland, Cal.—The Orland Feed Store will erect a feed mill.

Tule Lake, Cal.—Fire of unknown origin damaged stock in the warehouse of Martin Bros. on Sept. 22.

Sonora, Cal.—J. S. West & Co. are building a warehouse where they will handle a full line of poultry and dairy feeds, manufacturing all their own feeds at their plant at Modesto.

Orange Cove, Cal.—The Orange Cove Trading Post has opened for business. Ross Walker of Porterville is the proprietor. He will carry all kinds of hay and grain, general livestock and poultry feeds. A mixer and grinder will be added to the store's equipment and Mr. Walker will make his own poultry feed.

CANADA

Ogden Point, B. C.—The local grain elevator is being made water proof.

Winnipeg, Man.—W. J. Dowler was elected president of the Winnipeg Grain Exchange Clearance Ass'n at a meeting of the directors Sept. 25. J. B. Richardson was named vice-pres., and F. O. Fowler, sec'y.

Winnipeg, Man.—Effective Sept. 29 margin requirements on wheat future trades in Winnipeg were reduced to 10c a bu. Most of the difficulties arising from Canadian government control of exchange have been ironed out and wire concerns with Canadian offices are accepting orders.

COLORADO

Bennett, Colo.—The United Elevator is building a new office, 16x24 ft., to be used for display of its products as well as provide larger facilities for handling its business.

Vona, Colo.—The McDougal Grain Co. has completed its remodeling and repair work at its elevator, recently purchased, and the plant has resumed operations after being idle for several years. Elmer Eby of Atwood, Kan., is manager of the elevator.

Denver, Colo.—Avery W. Stockham, 51, Denver grain dealer, died recently of injuries incurred in an automobile accident near Scottsbluff, Neb. He passed away in a Scottsbluff hospital two days following his 51st birthday anniversary. Mr. Stockham was widely known in grain circles thruout Colorado and Nebraska.

ILLINOIS

Williamsville, Ill.—The Co-operative Grain Co. recently installed a new 20-ton scale.

Tremont, Ill.—The Tremont Co-operative Grain Co. is constructing a new storage house.

Basco, Ill.—A Soweigh Motor Truck Scale has been installed by the Denver Co-operative Elvtr. Co.

Manhattan, Ill.—The government has leased the Jones Bros. elevators for the storage of surplus corn.

Wing, Ill.—The Kohler Bros. elevator has erected 10 government steel bins of 2,000 bu. capacity each, for corn storage.

LaCrosse (LaHarpe p. o.), Ill.—The old LaCrosse elevator operated for many years by Mr. Smiddy, is being torn down.

Monroe Center, Ill.—Lewis Ashburn, manager of the C. A. Crosby Co. elevator, fractured a leg in a fall at his home Sept. 17.

Morris, Ill.—Leo Mettillie injured his back while at work at the Finnegan Grain Corp. recently and as a result was confined to his home.

Oakland, Ill.—Wilson Harmon of Oakland pleaded guilty to the theft of \$43 from the local grain elevator and filed a petition for probation.

Bryce (Milford p. o.), Ill.—Robert Kohlman of Onarga is manager of the Bryce Farmers Grain Co., succeeding A. J. Waters who has served in that capacity since 1931.

New Boston, Ill.—O. O. Ogle installed a new 20-ton 34 x 10 ft. Soweigh Motor Truck Scale with direct reading recording beam in the Ogle Grain Co.'s new elevator.

Windsor, Ill.—Burglars broke into the Munson Bros. Grain & Coal Co., Inc., elevator the night of Sept. 19 and made an unsuccessful attempt to break open the safe.

Carlinville, Ill.—Rebuilding of the Carlinville Grain Co.'s elevator which was destroyed by fire Sept. 17 will start in the near future, Chester McClellan, owner, stated.

Geneseo, Ill.—John J. Guild, 79, former Geneseo business man well known to the grain trade and active in civic life of the community for many years, died Oct. 2.

Lemont, Ill.—The Economy Feed Store has moved into its new quarters on Stephen St., opening business there Oct. 8. Mr. Nelson will install a new grinding and mixing mill.

Nokomis, Ill.—A small blaze at the Nokomis Equity Elvtr. Co., Sept. 16 destroyed the roof of the cob house. The fire started from a pile of trash that was being burned near by.

Forest City, Ill.—J. P. Watkins is reopening the Forest City Co-operative Grain Co. elevator under lease. The elevator will be class C under the C.C.C. and will handle up to 42,000 bus. of corn.

Langleyville, Ill.—Boyd & Co. have opened the old Langleyville elevator, which they repaired, and have added several government steel bins for corn storage. Joe Boyd is in charge of the business.

Dunkel (Assumption p. o.), Ill.—The Dunkel Grain Co. elevator has been sold to Rink & Sheib of Edinburg. E. J. Tripp will be in charge of the elevator. No change in name has been announced.

Hopedale, Ill.—One of the bins in the south elevator of Railsback Bros. burst Sept. 20, doing considerable damage to the building and machinery, but with little loss of corn with which the structure was filled.

Pleasant Plains, Ill.—The Five Point Grain Co. has been incorporated, 2,500 shares p. v. common at \$10 a share. Incorporators, Dewitt L. Purvines, El. A. Purvines, F. W. Hagen; to deal in grain, feed and merchandise.

Westervelt, Ill.—Spencer Kellogg & Sons, Inc., recently purchased the C. H. Donnell elevator and placed R. S. Meyer in charge of the local business. Mr. Meyer was manager of the Morrisonville elevator for the last two years.

Morton, Ill.—The Farmers Co-operative Grain & Coal Co. is constructing several government steel bins near its elevator. Henry Gunther is manager of the elevator. A number of the bins have been completed and are being filled with corn.

Kirksville, Ill.—The grain elevator and barn owned by the Kirksville Grain Co. were destroyed by fire Sept. 23 along with their contents of 6,000 bus. of corn and a quantity of baled hay. The loss is covered partially by insurance.

Dalton City, Ill.—George Eikiss, assistant manager for the Farmers Elvtr. Co. for the past five years, has been employed to succeed J. H. Weidener as manager. Mr. Weidener had been manager for the last 17 years. The change was effective Sept. 12.

La Salle, Ill.—The Continental Grain Co.'s new elevator under construction at Shippingsport, along the Illinois River south of La Salle, while not completed, began receiving trucked grain late in September. Harold McClintock, Chicago, has assumed charge as manager.

Tuscola, Ill.—Grain dealers thruout Eastern Central Illinois and miller and processor representatives met here Sept. 27 to discuss grading new soybeans. Damage to soybeans apparently caused by the hot weather of early September is causing no small amount of trouble.

Dallas City, Ill.—The Dallas City Grain & Feed Co. has started doing business altho its elevator is not completed. The work on the new structure is being rushed. The plant will be covered with corrugated iron which has been grounded in five places serving as a lightning deflector.

Pearl City, Ill.—The Pearl City Farmers Grain & Coal Co. has purchased the Meyers & Shank elevator, just east of its present holdings. In time the company's old building will be torn down and a new warehouse 80 ft. long will be erected on the site. Meyers & Shank have been in business for 30 years.

Weldon, Ill.—When a scaffold at the Railsback Bros. elevator on which workmen engaged in construction of new storage bins at the plant, broke Sept. 18 dropping the men 54 ft., Clarence Perkins, 27, of Weldon, and Kenneth Woodward, 29, of Delavan, Wis., were killed. A fellow worker, Arthur Hughes, 23, of Brodhead, Wis., managed to grasp a steel reinforcement bar and hung on until rescued.

Canton, Ill.—Twelve thousand bus. of corn and 3,000 bus. of oats were dumped on rainsoaked ground Sept. 29 when two sides of the Farmers Co-operative Grain & Supply Co. elevator collapsed. The grain, which was owned by the C.C.C., was declared a "complete loss" by Earl Nagel, manager of the elevator. The frame and galvanized iron structure was filled to capacity. Cause of the collapse has not been determined.

Aledo, Ill.—Chester H. Jackson of Joy, Elmer J. Longley and Russell Sandquist of Aledo have purchased the Farmers Grain & Coal Co. elevator and business and have taken charge. Luther Idstrom, former bookkeeper for the Mercer Service Co., has been made manager and Clyde Baldwin, manager, and James Scannell, bookkeeper for the old co-operative firm, will be retained by the new owners who will continue business under the same firm name.

La Hogue, Ill.—Prompt and efficient services of the Gilman and Piper City fire departments assisted by a bucket brigade made up of local residents saved the east frame elevator of the Farmers Elvtr. Co. from extensive damage and possible destruction by fire early Sept. 28. The fire was confined to the pit under a grain bin and was discovered by Martin Pickett, an employee, when he opened the elevator early that morning. The elevator contained about 15,000 bus. of grain.

Ottawa, Ill.—Henry J. Ruckrigel, 73, retired grain dealer, died Sept. 24, at his home after a six years' illness of paralysis. Mr. Ruckrigel moved here in 1899 and for 30 years was engaged in the grain business in Illinois valley towns. He was a partner with J. N. Dunaway. In 1904 the firm name was changed to the Illinois Valley Grain Co. Mr. Ruckrigel built a corn and feed mill on the site of the old Eames elevator which he ran for custom and toll trade. Later the firm of which he had been a member dissolved and he entered the grain business on his own account, having elevators at Buffalo Rock on the Terra Cotta road and on Marquette St., Ottawa.

Cambridge, Ill.—A sneak thief entered the Powers-Hutchinson & Co. elevator some time between 3:40 and 4 p. m., Sept. 27, and stole between \$75 and \$100 in cash and \$225 in checks from the cash-box in the office safe. Both Walter Powers and Donald Hutchinson, owners, were busy outside of the office, during which time the thief entered.

Grayville, Ill.—The retail selling departments of the E. H. Morris Elvtrs. have been reorganized. C. H. Ford of East St. Louis has been named sales manager for the feed department, which will be enlarged. C. A. Putnam, formerly employed in the Morris elevator, comes back as office manager of the feed department, and R. J. Gray of Springfield, Mo., has been employed to remodel the feed equipment and to install new machinery. Milling of flour is expected to be engaged in. The feed and flour departments will be operated separately from the elevator business. Feeds for all kinds of live stock will be manufactured under the brand name of Premium, and will be mixed and sacked in the local plant. It is planned to install flour milling machinery and start milling flour in the near future.

Sparta, Ill.—E. E. Cazal, teacher of agriculture in the S. T. H. S., has purchased the old Jones elevator from the Sparta Federal Savings & Loan Ass'n, which took it over following bankruptcy proceedings instituted against F. H. Jones, the former owner, in Federal court in East St. Louis more than a year ago. Mr. Cazal took immediate possession of the property and will operate a feed and seed retail business there. Russell Hayes, a young farmer of near Sparta, will have charge of the feed business. The present buildings will be improved and new machinery installed for grinding and mixing feeds. Plans call for a molasses agitator, modern grinding equipment and up-to-date mixing machinery. A two-story addition will be erected. Mr. Cazal plans to work into the marketing end of the business in feeds and seeds as well as soybeans. Mr. Cazal will continue his work at the high school.

CHICAGO NOTES

Hugo A. Oswald, sec'y-treas. of Standard Brands, Inc., has been admitted to membership in the Chicago Board of Trade.

Posted offers of membership certificates in the Chicago Board of Trade were at \$2,800, and highest bid at \$1,500. Last transfers were at \$2,000.

Harry C. Mills has been made chief ingredient buyer for Quaker Oats Co.'s Chicago mill. He has been grain buyer for the company's Memphis branch for the last 15 years.

The Board of Trade Clearing Corporation eased margin requirements to the extent of 1c on all grain future contracts except barley, which was lowered 2c. Requirements on lard contracts were lowered 10c per hundred lbs. Under the new schedule effective Oct. 7, the corporation will require member commission houses to post 5c a bu. on all open wheat, rye and soy beans commitments, 4c on corn, 2c on oats, 4c on barley and 40c per cwt. on lard. The reduced margin requirements do not apply to dealings between commission house customers. These requirements remain unchanged at 15c a bu. on wheat, 12c on corn and 7c on oats.

INDIANA

LaFontaine, Ind.—The Farmers Elvtr. Co. has remodeled its office and installed a new circulating heater.

Liberty, Ind.—Liberty Mills is installing a Blue Streak Hammermill with built-in magnetic separator.

Monterey, Ind.—Farmers Co-op. recently installed a fan Sheller bought from the Sidney Grain Machinery Co.

Evansville, Ind.—A storage building owned by Edward F. Goeke Sons Feed Co. was destroyed by fire Sept. 17.

Helmer, Ind.—A new vertical feed mixer has been installed in the Edwin Bard elevator with 5 h.p. motor drive.—A. E. L.

Shadeland (Lafayette p. o.), Ind.—The Lafayette Co-operative Elvtr. Co. has purchased the Robert Alexander elevator.

Mohawk, Ind.—McComas & Pritchard have been succeeded by Pritchard & Sons here, at Mt. Comfort and at Oklandon.

Francesville, Ind.—The Co-operative Elvtr. Co. recently purchased from Mrs. Zelda Scott her two-story residence adjoining the elevator property.

Rushville, Ind.—The Rush County Mills is installing a Blue Streak Hammermill with built-in magnetic separator direct connected to electric motor.

Elwood, Ind.—W. A. Lewis & Son are installing a Blue Streak Hammer Mill with built-in magnetic separator, direct connected to electric motor.

Boyleston, Ind.—The Boyleston Grain Co. is giving its elevator and other buildings a new coat of paint. The company recently installed a new cleaner.

Spencerville, Ind.—The Auburn Grain Co. elevator has been equipped with a new sheller and corn reel, and a new warehouse and cob house is now under construction.—A. E. L.

North Vernon, Ind.—George M. Robison, fourth of his line to run the Kellar mill on Sand Creek near here, has retired after 54 years of milling and closed the 100-year-old business.

Indianapolis, Ind.—New members recently enrolled by the Indiana Grain Dealers Ass'n include the Cyclone Grain Co., Cyclone; the Wolf Grain Co., Topeka, and the Pritchard Elvtr. Co., Max.—Fred K. Sale, sec'y.

Max (Lebanon R. F. D. 5), Ind.—G. A. Pritchard of Indianapolis has purchased the Max Grain Co. elevator and business from V. E. Edrington and will operate it as Pritchard & Sons. Lloyd E. Edrington continues with the new firm as manager.

Indianapolis, Ind.—Everyone should charge for hauling soybeans from the farm to the elevator, and the common charge for this will be 2c per bu. This was indicated on the hauling schedules, copies of which I sent out just before the harvest.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Hammond, Ind.—Nowak Mills, Inc., incorporated; capital stock, 1,000 shares common stock having a par value of \$1 a share and 500 shares preferred stock having a par value of \$10 a share; to engage in general milling business; incorporators, Maxwell M. Nowak, Ray A. Nowak and Leon J. Nowak.

Fort Wayne, Ind.—Prospects of the season's soybean crop was one of the principal subjects under discussion at the dinner meeting of the Northeastern Indiana Hay & Grain Dealers Ass'n held the evening of Sept. 26 at the Chatterbox at the Hotel Anthony. Fred Sale, state sec'y, was one of the speakers for the evening. C. G. Egly is sec'y of the ass'n.

Lebanon, Ind.—The Boone Grain & Seed Co. has been incorporated; 100 shares of \$100 par value; incorporators are Kendall and C. Y. and Dallas Foster and Claude Major, all of Carmel and Keith M. Sowers of Cicero. The company recently bought its local elevator which is now in charge of Keith M. Sowers, for some years manager of the Co-operative Elvtr. Co., Cicero. For the present Mr. Sowers is continuing to reside at Cicero.

Kokomo, Ind.—Grain men met here the evening of Sept. 26 when the subject of storage of C.C.C. corn was discussed as well as the soybean situation. Premiums on soybeans had disappeared over the week-end and discounts on green and immature beans have increased. A similar meeting was held the night of Sept. 27 at Fort Wayne and on the evening of Sept. 28 at Lafayette. All of these meetings are drawing large crowds of interested persons.

Keystone, Ind.—The Hoosier Grain Co. recently installed new equipment which included a hammermill feeder, Ajax Hammermill and Sidney Kwik-Mix Mixer.

IOWA

Jamaica, Ia.—A 20-ton Soweigh Scale has been installed by the G. R. Clark & Son Co.

Radcliffe, Ia.—Repairs are being made on the Quaker Oats elevator by the T. E. Ibberson Co.

Mechanicsville, Ia.—The Nie Grain Co. is building a 30x50 ft. warehouse to be used for storage.

Shellsburg, Ia.—The Shellsburg Grain & Lumber Co.'s new office addition to its elevator has been completed.

Grinnell, Ia.—Talbot & Olds and the Grinnell Grain Co. are erecting government steel bins for sealed corn storage.

Sibley, Ia.—New cleaning equipment was installed in the local Willey & Greig Elvtr. by the T. E. Ibberson Co.

Leland, Ia.—The Leland Co-operative Elvtr. is erecting 16 steel government bins to be used for sealed corn storage.

Rose Hill, Ia.—The Kemp Feed & Produce Co. is erecting a 30x50 ft. building here for additional storage facilities.

West Union, Ia.—Big Gain Products Co. recently installed a No. 2 Kelly Duplex Vertical Feed Mixer, 1-ton capacity.

Dysart, Ia.—The R. V. Leo Grain Co. held a grand opening and inspection day at the recently completed elevator on Sept. 23.

Blairsburg, Ia.—The Federal-North Iowa Grain Co. recently installed a 20-ton 34-ft. Soweigh Heavy Duty Motor Truck Scale.

Hazelton, Ia.—H. H. Nicholson has sold his grain and coal business to E. L. Pollock of Manchester, who took possession Oct. 1.

Rock Rapids, Ia.—The Farmers Co-operative Exchange is constructing 10 government steel storage bins of 2,000 bus. capacity each.

Stanhope, Ia.—The Quaker Oats Co. has awarded contract to the T. E. Ibberson Co. for the iron covering of its buildings at this point.

Hamburg, Ia.—The Hart-Bartlett-Sturtevant Grain Co. opened its new office Oct. 2 with C. O. Mooney, grain man from St. Joe, in charge as manager.

Oskaloosa, Ia.—The new addition to the J. H. Wake Feed Mill & Implement Co. has been completed and is in use as a storage and display room.

Red Oak, Ia.—Nineteen government grain storage tanks are being built at the Turner Bros. elevator, each with a capacity of 1,350 bus. of shelled corn.

Dysart, Ia.—Construction will begin soon on a 30x40-ft. addition to the Evergreen elevator and feed mill here. The new addition will be used for storage of feed.

Wolf (Pilot Mound p. o.), Ia.—Harold McClurg, assistant to John Swift in the Graettinger, Ia., Quaker Oats elevator, has been transferred to the local Quaker Oats elevator.

Bode, Ia.—A Richardson Automatic Scale was installed in the Farmers Elvtr. Co.'s plant and other repairs made to put the elevator in shape for the coming crop. The T. E. Ibberson Co. did the work.

Vail, Ia.—The Vail Milling & Elvtr. Co. elevator of which Tracy North is manager is being improved and 32 additional government steel bins with a 65,000-bu. capacity of shelled corn are being erected.

Fernald, Ia.—Willard Donaldson, who has been manager of the Clark Grain Co. elevator here for the last eight years, has moved his family to Union. He expects to be released from his position here Oct. 1.

Ellsworth, Ia.—The Ellsworth Elvtr. Co. and the Farmers Co-operative Co. are erecting new bins for the storage of sealed corn, the former company building 25 bins and the latter 30, each with a capacity of 2,000 bus.

Lakota, Ia.—J. P. Schissel & Son are building an elevator just north of their present house. The T. E. Ibberson Co. has the contract. The elevator will have a 30,000-bu. capacity and will be about 6 ft. taller than the present house. A. C. Schissel is manager of the business.

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Mount Pulaski, Ia.—Thirty 2,000 bus. metal cribs are being erected at local elevators, the Mount Pulaski Grain Co., J. M. Kautz & Son, and Mount Pulaski Farmers Grain & Elvtr. Co., to be used for shelled corn storage.

Solon, Ia.—Jos. Pavel, who for the last 10 years managed the Krobe & Pavel elevator, has opened a feed store and hatchery here where he will handle a complete line of feeds handled also at the elevator and also take elevator orders.

Lake View, Ia.—The Scott Grain Co. is making extensive improvements in its plant in preparation for the storage of 40,000 bus. of C.C.C. corn. Additional government steel bins are being erected and the popcorn crib is being remodeled.

Sanborn, Ia.—Frank Hartog of Orange City and his son, Gerrit, of Ireton, are moving here and will manage their local elevator. Richard Koldenhoven, who has managed the Hartog elevator, will go to Granville to manage the elevator there.

Wellsburg, Ia.—The George Potgeter Co. is erecting 16 steel bins, each with a 2,000-bu. capacity, at its elevator for sealed corn storage. An annex is being built to the elevator, also, which will furnish storage for from 15,000 to 20,000 bus. of corn.

Merrill, Ia.—The Farmers Elvtr. Co. property has been leased by Frank Veidt who will use the elevator to store government corn. He expects to store about 50,000 bus. in this house and in his own elevator combined. Mr. Veidt will continue to operate his grinding and coal business.

Grundy Center, Ia.—The Moeller Grain Co. has started construction of its new feed house just west of the elevator. The building will be a one-story structure, 24x24 ft., constructed of lumber covered with sheet metal. The grain company will enter the feed business as soon as the new building is completed and machinery installed.

Fonda, Ia.—A 20,000-bu. cribbed and iron-clad annex to the Guy F. Wilde elevator broke out and spilled C. C. C. corn over the ground on the track side. Investigation showed the recently completed annex had no spikes in the cribbing. Eight-penny placing nails alone held it in position, the workmen having forgotten to properly spike one side.

Hawarden, Ia.—Fire started by an overheated motor destroyed most of the elevator of the Sioux Valley Grain Co., which is a part of the E. R. Lambert Estate, on Sept. 26 with about 4,000 bus. of barley, oats, wheat and corn. Damage is estimated at \$10,000, the loss partially covered by insurance. Only the office and the driveway were saved. Guy Venard is manager of the elevator, having charge of the business since the recent death of Mr. Lambert.

Holland, Ia.—The Jerry Peters Grain Co. bought 34,000 bus. of grain Sept. 7 and 8 at its local elevator. There were 27,000 bus. of corn and 7,000 bus. of soybeans. Mr. Peters, owner and manager, stated this is the largest two days' business that has ever been done by his elevator. The grain all came from easy delivery distance. The two days' business totaled approximately \$19,000. The corn was bought for an average of 50c. per bu., 16c. higher than it would have sold for a month before. The beans averaged 70c. a bu., an advance practically equaling that of the corn.

Centerville, Ia.—The new 225,000-bu. storage unit, consisting of four reinforced concrete tanks 25 ft. in diameter and 106 ft. high, with five interspace and two outerspace bins, being built for Standard Soybean Mills by Ryan Const. Co., is nearly completed. On the new unit are two stands of steel elevator legs with rubber covered belts and Calumet Cups to elevate 3,500 bus. per hour each, driven by Fairbanks-Morse Motors thru Ehram Head Drives; an Ehram Power Manlift, an Ehram Overhead Truck Lift and a grain cleaner. Being reinstalled to operate in connection with the new elevator are the company's Randolph Grain Drier, two Richardson Automatic Scales, a car puller and car shovels.

KANSAS

Galesburg, Kan.—Stockholders of the Farmers Union Elvtr. Co. have decided to liquidate the affairs of the company, whose elevator was destroyed by fire last August.

Canton, Kan.—The Canton Grain Co. reported a small loss caused by high winds early in September.

Powhattan, Kan.—The Derby Grain Co. has completed its new warehouse. Clyde Bartley is manager of the elevator.

Yates Center, Kan.—The Farmers Co-operative Elvtr. Co. sustained a small loss at its plant recently from high winds.

Lindsey, Kan.—The W. R. Bullen elevator was destroyed by fire on Sept. 21, caused by exposure from a burning gasoline truck.

Hannum (Concordia p. o.), Kan.—Bossemeyer Bros. reported a small amount of damage incurred at their plant recently by high winds.

Alamota, Kan.—S. E. Mudd and others have purchased the Farmers Co-operative Elvtr. & Mercantile Co. elevator, built in 1931. The house has a storage capacity of 55,000 bus.

Morganville, Kan.—The Stoneback Grain Co. has sold its elevator to Gordon Marks of Clay Center, owner of the Clay Center Grain Co. Mr. Marks now owns elevators in Clay Center, Morganville, Morrowville, Haddam and Wakarusa, Kan.

Lindsborg, Kan.—The Rodney Milling Co., Kansas City, has purchased the mill and elevators and other assets of the Lindsborg Milling & Elvtr. Co., taking over the properties Oct. 1. The business will be continued under its present name, the new owners retaining the entire management, sales and operating staffs.

Freeport, Kan.—Vernon Reazin of Sylvia has been transferred from that city to manage the local Mid-West Grain Co.'s elevator. The Mid-West Grain Co., with headquarters at Hutchinson, has purchased the property of the Badger Lumber Co. here and is installing feed grinding and mixing machinery in the buildings formerly used by the lumber company.

Greenleaf, Kan.—The Farmers Elvtr. has installed a large steel bin formerly located on a nearby farm, and will use the tank for grain storage. Its capacity is about 10,000 bus. Installed north of the elevator, a pipe leads from it to the sink under the elevator and leg. A fall of eight inches to the foot permits gravity to do the work of emptying the tank.

LOUISIANA

New Orleans, La.—Fire damaged the warehouse of the Carrollton Feed Co. Sept. 24.

MARYLAND

Monkton, Md.—L. V. Riehl recently installed a No. 56½-D Kelly Duplex Corn Cutter and Grader with motor drive.

Cardiff, Md.—The fire that destroyed the elevator and flour mill here owned by M. S. Macomber of Delta, Pa., early the morning of Sept. 14 is believed to have been of incendiary origin. In the building were 5 motors, feed mills and 600 bus. of grain, some of which was being stored by Whiteford Bros.

Cardiff, Md.—Timely discovery and efficient work of the Delta-Cardiff fire company, prevented destruction by fire of the mill and feed warehouse of Robinson Bros., Sept. 13. The large frame structure housed a large quantity of grain which was damaged some by smoke and water. The fire was confined to the floor under which the flames originated.

Maugansville, Md.—Three sections of the Maugansville Elvtr. & Lumber Co. were gutted by fire Sept. 11. The elevator and lumber company is operated by Adam Martin and Mark Petrie. The buildings are owned by the Pennsylvania Railroad. Sparks from a 40-h.p. motor in the elevator may have caused the fire. Mr. Martin stated. The elevator contained 5,000 bus. of grain and thousands of bushels of feed.

MICHIGAN

Alto, Mich.—Bergy Bros. recently installed a new steel grain elevator.

Three Rivers, Mich.—The Three Rivers Co-operative Ass'n recently installed a new hamermill.

Corunna, Mich.—The buildings of the Walsh Bean & Grain Co. have been given a new coat of paint.

Centerville, Mich.—The Reynolds Elvtr. recently installed a large combination corn sheller and cleaner.

Richville, Mich.—We have installed a new 15-ton Fairbanks Truck Scale, and also have remodeled our office.—Richard Hoerlein.

Gladstone, Mich.—The Cloverland Milling & Supply Co. mill is being put in shape for operation after several months' idleness. Theodore Perry will operate the plant, grinding feed and a cracked wheat cereal as well as milling flour.

Armada, Mich.—The Armada Elvtr. Co.'s office was robbed of \$750 Oct. 5 while the office employees were absent for lunch. The stolen money was taken from the office safe, which had been closed but not locked. Arvey Hullett is manager. Entrance to the office was gained by the thief thru a grain loading window in the elevator. The door between the elevator and office was unlocked.

St. Louis, Mich.—At a meeting of approximately 50 representatives of elevators in the western half of Michigan, held at the Park Hotel the evening of Sept. 18, it was decided to discontinue accepting beans and grains from the farmers for storage, effective Sept. 28. As a result of extra labor and expense to elevators, made necessary by Michigan's new Storage law which went into effect Sept. 29, elevators in the vicinity of Carson City also have decided to discontinue all storage after Sept. 28, and four Tuscola County elevators, Hart Bros., Miller Grain Co., both of Vassar, Reese Co-operative Elvtr., Reese, and Richville Elvtr., Richville, have served notice of similar action effective at their respective plants after Sept. 29.

MINNESOTA

Gluek, Minn.—The Victoria Elvtr. Co. is erecting an addition to its elevator.

Lakefield, Minn.—New leg equipment is being provided in the Farmers Co-operative Ass'n's plant. The T. E. Ibberson Co. is doing the work.

Waldorf, Minn.—A new corn cracker and grader were installed and repairs made for the Waldorf Elvtr. & Milling Co. by the T. E. Ibberson Co.

Sacred Heart, Minn.—The Farmers Co-operative Elvtr. Co. has built 25 steel government bins of 2,000-bu. capacity each for sealed corn storage. It is possible 10 additional bins may be erected.

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Luverne, Minn.—Ed J. Dunbar, a grain buyer at Beaver Creek for many years and one of the most prominent men of the county, died at his home here Sept. 18.

Kennedy, Minn.—McCabe Bros. have let the contract to T. E. Ibberson Co., for a new feed mill adjacent to their elevator. It will contain an attrition mill mixer.

Kiester, Minn.—The Kiester Co-operative Elvtr. Co. has repaired its elevator thruout. A new metal roof has been added and old siding replaced with new metal covering.

Cologne, Minn.—Additional equipment in the way of feed dressers was installed in the feed mill here for the Cologne Milling Co. recently. The T. E. Ibberson Co. had the contract.

Chatfield, Minn.—The Egge & Littlefield firm, operating a feed mill and machinery business, has dissolved, the latter retiring. Mr. Egge will be assisted by his son in the business.

Clarkfield, Minn.—Erection of 45 government steel bins for the storage of sealed corn is under way here, 20 at the Clarkfield Grain & Fuel Co.'s elevator and 25 near the Farmers Elvtr. Co. plant.

Buffalo Lake, Minn.—The McCabe Bros. Co. is enlarging and improving its feed mill by the addition of additional feed bins, a 60-h.p. hammer mill, a 1,500 bu. steel corn crib, thus speeding up its service.

Red Lake Falls, Minn.—The Red Lake Falls elevator of the Math Barzen Co., on the Northern Pacific tracks has been sold to the Red Lake Falls Co-operative Elvtr. Ass'n. Jos. Baril will remain as manager.

Garvin, Minn.—Extensive improvements have been completed on the Monarch Elevator and a new 25,000-bu. addition has been built that will be used to store government corn. Work was done by the Ibberson Co.

Buffalo Lake, Minn.—The Farmers Elvtr. Co. is doubling the capacity of its feed mill so as better to serve its trade. Among other improvements it will add a 60-h.p. hammer mill, a mixer, a corn cutter and grader.

Adrian, Minn.—A crew of carpenters is repairing the Hubbard & Palmer Co.'s plant here, the work of reconditioning including putting new roofing on some of the structures. At the Farmers Elevator sixteen new iron cribs are being set up.

Shelly, Minn.—The Farmers Co-operative Elvtr. & Lumber Co., Inc., has been organized to maintain and operate one or more grain elevators, and to receive, store, deal in and market grains. Capital stock: \$23,000; incorporators, Mads Ojen, Clarence Holte, Thomas T. Lee, G. M. Eia, Clarence Malme, Stanley Holte, Henry Arneson, Terry Sharpe, all of Shelly, Minn., and George Vettel of Caledonia, N. D.

Hastings, Minn.—City aldermen are requesting the Farmers Elvtr. Co. to remove their coal sheds from the levee along the river. The company protests that if they are compelled to move the sheds it will put them out of business.

Madison Lake, Minn.—The Commander Elvtr. Co. has made application for lease of additional ground here on which to erect a 15,000-bu. annex to its local elevator, to be constructed probably next spring. Cas. Moser is local agent for the company.

Buffalo Lake, Minn.—The Farmers Co-operative Mill has built an outside storage bin for oat hulls. When completed the hulls will be blown from the basement into the bin and, when desired, unloaded directly into trucks by releasing a chute lever in the bin.

Tracy, Minn.—John Ausman of Minneota, a veteran grain buyer who has been associated with the Eagle Roller Mill Co. for 25 years, has succeeded J. F. Price as manager of the company's local elevator. Mr. Price resigned recently to go into the oil and gasoline business.

Marietta, Minn.—A new feed mill building and warehouse is being erected here for the Farmers Elvtr. Co. by the T. E. Ibberson Co. It will contain 10 bins, one leg, an attrition mill and mixer. A warehouse will adjoin the new driveway. General repairs also are being made on the elevator.

Fariabault, Minn.—Farm Service Stores, Inc., has let the contract to T. E. Ibberson Co. for a new feed mill, warehouse, sales room, driveway, steel corn cribs. Plant will be equipped with an attrition mill, corn sheller, cob crusher, oat huller, corn cracker and grader. The new plant is being erected adjacent to the present elevator.

Hector, Minn.—The Farmers Elvtr. Co. has let the contract to T. E. Ibberson Co. for a modern feed mill including a hammer mill, an attrition mill, a corn cracker and grader. The new plant will adjoin the new elevator erected for the company by Ibberson two years ago. The new elevator will contain twelve bins and two legs.

Fergus Falls, Minn.—The Northwestern Minnesota Grainmen's Ass'n is being organized by grainmen and buyers who met Sept. 19 at Rothsay for the purpose, and designated Fergus Falls as the location for the next meeting, to be held Oct. 19. A com'tee headed by C. B. Hulquist of New York Mills with M. A. Mortenson of Fergus Falls and A. E. Mosbrook of Barnesville also acting, appointed to evolve a constitution and set of by-laws for the ass'n will present same at the Fergus Falls meeting. The territory included in the organization comprises roughly the south half of Clay County, the western half of Otter Tail County, sections of Grant, Traverse and Becker Counties and Wilkin County in its entirety.

MINNEAPOLIS LETTER

Robert C. Woodworth is now Minneapolis manager for the Continental Grain Co. A few years ago he was connected with the Concrete Elvtr. Co.

Charles DeWitt Wagner, 67, Minneapolis, member of the D. R. Wagner Sons Grain & Elvtr. Co., died Sept. 26. Mr. Wagner was engaged in the elevator and grain business for 41 years.

Edmund P. Pillsbury on Sept. 6 bought a membership in the Minneapolis Chamber of Commerce, the fourth generation to hold membership in the Exchange. He is connected with the grain department of the Pillsbury Flour Mill Co.

Henry M. Slosser, 85, for 60 years associated with the grain trade and a solicitor for Minneapolis grain firms for more than 40 years, died on Sept. 13. Firms with whom he had been employed included Cargill, Inc., Bartlett Frazier Co. and the Gilfillan Redmund Co.

Frank Heffelfinger on Aug. 31 entertained about 40 guests at a dinner in honor of Harrison G. Dickey commemorating the 50th anniversary of his association with F. H. Peavey & Co. The scene of the festivities was Mr. Heffelfinger's home at Highcroft on Lake Minnetonka and numbered among the guests were several from Duluth. Mr. Dickey, who is president of the Van Dusen-Harrington Co., was presented with a silver service.

J. A. Mull of the terminal elevator division of F. H. Peavey & Co., was elected president of the Minneapolis Chamber of Commerce at the annual election held Oct. 5. Mr. Mull was first vice-pres. in 1938-'39. E. S. Ferguson, vice-pres., was named first vice-pres.; two new directors elected were A. M. Hartwell and Clyde G. Williams. The new officers and directors will take office Oct. 16. Other members of the board of 13 directors, re-elected, were Otto F. Bast, F. Peavey Heffelfinger, M. R. Devaney, Asher Howard. Hold-over directors are A. M. Howard, E. H. Mirik, H. H. Tearse and J. T. Culhane. Three members of the chamber's board of arbitration, re-elected, were F. B. Carr, R. J. Healey, H. C. Olson and Donald E. Fraser. On the board of appeals D. C. Moore was named a new member while H. W. King and F. C. Lyman were re-elected.

MISSOURI

Knox City, Mo.—We are no longer in the grain business.—J. L. Cornelius & Sons.

Carrollton, Mo.—The Grain Growers, Inc., has repainted its local elevator.—P. J. P.

St. Thomas, Mo.—Leo Weiberg, local blacksmith, has installed a feed mill in his shop.

Omega Spur (Larusell p. o.), Mo.—The Farmers Elvtr. Co.'s elevator was destroyed by fire recently.

St. Louis, Mo.—Mack Cook, who recently was in the grain and feed business at Joplin, Mo., has joined the Checkerboard Elvtr. Co. here, effective Sept. 28.

Richmond, Mo.—The Ray-Carroll County Grain Growers, of which M. N. Miller is general manager, operates elevators at Wakenda, Carrollton, Norborne, Hardin, Richmond and Floyd.—P. J. P.

Brunswick, Mo.—Vaughn Wilmouth will be manager of the W. J. Small Co.'s alfalfa dehydrating plant nearing completion here. It is expected the plant will be ready for operation within a few days.—P. J. P.

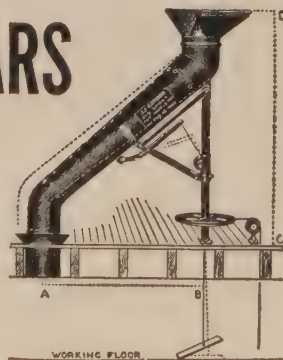
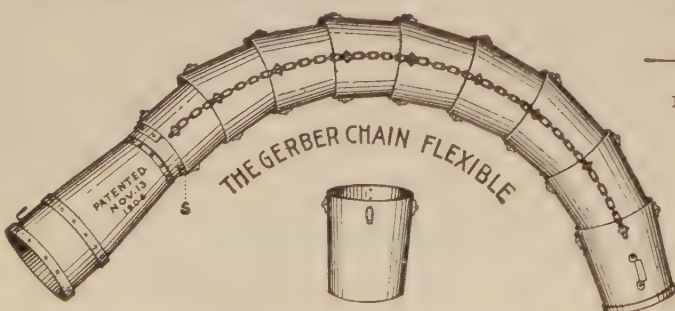
St. Clair, Mo.—Stockholders of the Farmers Co-operative Ass'n No. 17 recently voted to take down the ass'n's old elevator and replace it with a new 2-story brick structure, constructed as nearly fireproof as possible. M. E. Reiner is manager of the elevator.

Grandview, Mo.—The Grandview Feed Mills was destroyed by fire on Sept. 21, the fire apparently originating from a hot bearing on an oat clipper on the second floor. A new plant will be constructed immediately according to Russell May, president.—P. J. P.

St. Louis, Mo.—The fall outing of the St. Louis Grain Club was held Sept. 29 at the Norwood Country Club. Due to inclement weather there was no golf game. B. Dirkes of Cargill, Inc., was elected a member. Attendance prizes were awarded to J. Fuller, B. Dirkes, P. C. Knowlton, G. Kelley, Maurice Scott and Joe Brone-meir.

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J. J. GERBER SHEET METAL WORKS 518 S. 3rd St. Minneapolis

St. Louis, Mo.—The Ralston-Purina Co., Inc., recently distributed \$250,000 in cash bonuses to company employees here and at its branches. The bonus was equal to 5 per cent of a year's compensation to all employees who have rendered at least 12 months' continuous service. This marks the fourth successive year that the company has distributed bonuses and it is estimated that over \$1,000,000 has been awarded in this period.

Mountain Grove, Mo.—Ralph Johnson, owner of the Ozark Feed & Seed Store, has installed a concrete tank in the basement of his store for storage of molasses, to be used in the mixing of Ozark's feeds. The tank is 50 by about 8 ft., with walls $3\frac{1}{4}$ ft. high. The floor is of solid concrete 18 to 21 inches thick; the side walls are 12 inches thick, of reinforced concrete; 12,000 gals. of molasses will be stored there at one time.—P. J. P.

Glasgow, Mo.—The 100,000-bu. reinforced concrete storage elevator being built by the Glasgow Co-operative Ass'n and connecting with its old 120,000-bu. wood headhouse and steel storage tanks is nearly completed. The new unit consists of four concrete tanks topped with a 12-ft. sq. 25-ft. high steel cupola. Machinery installed includes a steel encased 2,500 bu. per hr. leg with Calumet Cups and U. S. Rubber-covered Belt; 10 h.p. enclosed motor and Ehrsam Head Drive, and an Ehrsam Manlift. The Ryan Const. Co. has the contract. Charles Brucks is manager of the plant.

MONTANA

Circle, Mont.—The Farmers Union Elvtr. Co. recently constructed a new flour warehouse.

Hingham, Mont.—The Hingham Elvtr. Co. has repaired its driveway and installed a new truck scale.

Chinook, Mont.—A new foundation was put under the Farmers Union Elvtr. Co. elevator recently. D. A. Hill is manager of the house.

Fox (Wisdom p. o.), Mont.—The Atlantic Elvtr. Co. is building a 35,000-bu. elevator here. The structure will be of T work floor type, 90 ft. high, iron-clad, with 14 hopper bottom bins. It will be equipped with a high speed leg with a 5,000-bu. elevating capacity. A 20-ton Fairbanks scale with 9x26-ft. platform, Strong-Scott 76-in. Pneumatic Dump, with a disc cleaner and other machinery will be installed. When the new elevator has been completed the present plant of the company will be dismantled. John A. Weightman has the building contract.

NEBRASKA

Crete, Neb.—The Crete Mills sustained an electrical breakdown loss on Sept. 17.

Kennard, Neb.—Ten government steel bins, each of 1,000 bus. capacity, are under construction at the Farmers Grain & Lumber Co.

Homer, Neb.—The Omadi Co-operative Grain Co. elevator has been reopened as a licensed warehouse for storage of grain. The elevator was recently overhauled. Harry Jensen is in charge as manager.

Oshkosh, Neb.—The Beard Grain Co. has completed improvements at its elevator. The buildings were given a new coat of paint and the coal bins were reconstructed. The interior of the elevator was recently remodeled also.

Omaha, Neb.—The 358,000-bu. storage annex being built for Allied Mills, Inc., by Ryan Const. Co. is nearing completion. The new annex consists of 12 reinforced concrete tanks 18 ft. in diameter and 110 ft. high, with interspace and outerspace bins, and 12-inch screw conveyors above and below to connect with legs in the old headhouse. A 500-bu. per hour Hess Steam Drier is being installed. Machinery installed includes six Fairbanks-Morse Motors, four 10-h.p. and two 5-h.p., with V-belt drives, to operate screw conveyors and drier.

NEW JERSEY

Atlantic City, N. J.—The Pennsylvania Millers & Feed Dealers Ass'n will hold its 1940 convention at Atlantic City on Sept. 27-29 inclusive. Hereafter important, large scale meetings of the Ass'n will be held twice a year. One of these new-type general meetings will precede the official annual convention, being scheduled for June 20, 1940, at Harrisburg, Pa.

Vineland, N. J.—The Jacob Rubinoff Co. is constructing an addition to its feed mill. T. E. Ibberson has the contract. The mill and warehouse occupy a space 60x100 ft. The mill building will house milling machinery and bins for the manufacture and storage of feeds. A loading platform 60 ft. long will enable the loading of six trucks at one time. The new mill building will be 70 ft. high, 10 ft. higher than the present mill. The warehouse is a large one-story structure.

NEW YORK

Canisteo, N. Y.—A fire believed to have been started by a group of youngsters playing in the rear of the building caused a small amount of damage to the feed mill owned by George Whitling.

Gouverneur, N. Y.—A large granary and elevator of the Gouverneur Co-operative Ass'n plant was swept by fire Sept. 26, and a large quantity of grain was destroyed along with machinery and the buildings. Thousands of tons of stock feed stored in a large building adjoining the elevator was saved when firemen checked the flames.

Brooklyn, N. Y.—The New York State Elvtr. has been overhauled from top to bottom for the first time since its erection in 1922 and is ready to swing into 24-hr. duty when necessary according to John J. Cregan, ass't. supt. in charge.

NORTH DAKOTA

Kempton, N. D.—The Kempton Grain Co. has erected a new 20x40-ft. storage tank.

Marion, N. D.—A short circuit in the power line did some damage to Powers Elevator No. 1 on Sept. 4.

Hannaford, N. D.—The Farmers Elvtr. Co. recently purchased the local Great Northern Elevator.

Ypsilanti, N. D.—An overheated engine caused small damage to the elevator of the Ypsilanti Equity Elvtr. Co.

Drake, N. D.—The Farmers Co-operative Grain Co. has enlarged its office and installed a new truck scale.

Colgan, N. D.—The Farmers Elvtr. Co. recently put a new shingle roof on its elevator and painted the structure.

"The STEINLITE IS A BUSINESS GETTER"

"It's speedy and accurate," says Mr. Paul R. Dawson, Farmers Coop Co., Wolcott, Ind. "It helps hold our trade because farmers don't like to wait."

"We get the same results," writes Mr. H. C. Wolcott, Rolling Prairie, Ind., "in about a minute which took about a half hour with the other tester. One thing we can do with the Steinlite that we never could do with the other, is to get a test on very high moisture corn."

Users all over the country are enthusiastic about the Steinlite ... about its speed ... accuracy ... ease of operation ... adaptability to so many products.

ASK FOR A DEMONSTRATION

Shall we send our nearest grading and testing advisor to demonstrate the Steinlite? ... No obligation, of course.

SEND FOR A CATALOG

describing several types of moisture testers, scales, weight-per-bushel testers, sieves, triers, samplers, germinators, etc.

SEED TRADE REPORTING BUREAU, INC.

620 BROOKS BUILDING
CHICAGO, ILLINOIS



Largest distributors of Grain, Flour and Seed
Testing Equipment in the World. Founded 1912

Tolna, N. D.—The Tolna Farmers Union Elevator Co. has remodelled its office. T. S. Kopseng is manager of the elevator.

Lonetree, N. D.—The E. O. Dickinson Grain Co. is contemplating the installation of two new scales. R. Orser is in charge of the plant.

Orr, N. D.—A No. 2131 Hart-Carter Grain Cleaner is being installed for the National Atlas Elevators here by the T. E. Ibberson Co.

Burleigh (Menoken p. o.), N. D.—The office and engine room of the Russell-Miller Milling Co. elevator was damaged by fire on Sept. 21.

Cavalier, N. D.—The International Elevator Co. has let the contract to T. E. Ibberson Co. for a new feed mill adjacent to its present elevator. The new plant will contain a hammer mill, a mixer and a corn cutter and grader.

Maida (Langdon p. o.), N. D.—E. H. Gray, new manager of the Farmers Elevator Co., was formerly employed at the Woodworth Elevator Co. elevator at Sanborn, N. D. He has been in charge of the local elevator for the last two months.

OHIO

Clarksville, O.—The Clarksville Farmers Exchange Co. property was damaged by high winds Sept. 9.

Weilersville, O.—The Tyler Grain & Fertilizer Co. will build an elevator adjacent to its local fertilizer plant.

London, O.—Thos. F. Wood of the F. J. Wood & Son elevator company has purchased the Speasmaker building.

Trowbridge (Graytown p. o.), O.—The Trowbridge alfalfa mill and its contents were destroyed by fire Sept. 21.

Hamler, O.—The Hamler Co-operative Grain Ass'n is installing a Hall Signaling Grain Distributor in its elevator now under construction.

Dunbridge, O.—Central Mills, Inc., recently installed a large Universal Hammermill furnished them by the Sidney Grain Machinery Co.

Seville, O.—The Seville Elevator Co. recently installed a ton mixer, elevators, scalper, and motors and drives bought from the Sidney Grain Machinery Co.

Ottawa, O.—J. W. Finn, formerly manager of the Farmers Elevator Co. at Eaton, is manager of the Putnam Co. Farm Bureau business here, succeeding S. O. Kerr.

Glen Karn (Hollensburg p. o.), O.—W. C. Mote of Laura, O., has purchased the local grain elevator which he is remodeling. The elevator will be operated by his son.

Venedocia, O.—Dick Young is managing a grain elevator here in which the City Feed Store of Delphos, O., and Mr. Young are co-partners. The elevator operates a feed grinding mill, grain storage and sells feeds, flour and coal.

Toledo, O.—Fred Mayer, for ages a partner in J. F. Zahm & Co., and editor of its popular red letter, is now doing a brokerage business on his own account. He has been a member of the Toledo Board of Trade since 1892.

Piqua, O.—Fristoe & Fogt have discontinued the grain business and leased their elevator to the Miami Valley Farmers Exchange. Woodrow McDowell is the manager. G. A. Holland of the Holland Mills is the lessee.—E. D. Fristoe.

Detroit, O.—Frederick S. Schouman was made permanent receiver for the David Stott Flour Mills, Inc., by Federal Judge Frank A. Picard pending reorganization of the affairs of the company. Mr. Schouman was appointed temporary receiver last July.

Marion, O.—William D. Martin of Fort Wayne, Ind., has been appointed sales manager for Old Fort Mills, Inc., of Marion and Harrisburg, Pa. Mr. Martin was formerly district manager of McMillen Feed Mills of Fort Wayne, and prior to organization of that company was connected with the sales department of Allied Mills of Chicago.

MIDWEST GRAIN BINS

answers your surplus storage problems. 5 sizes, 500 to 2250 Bu. Easy to move or erect. Extra profit also selling bins to your farmer customers who require farm storage. Also steel Corn Crib. Write for particulars.

Midwest Steel Products Co.
728 X Delaware, Kansas City, Mo.



Wooster, O.—The Tyler Grain & Fertilizer Co. has purchased the Wooster elevator of the Wayne County Grain & Feed Co. Partners in the operation of the Wayne County Grain & Feed Co. have been Charles Elliott of Holmesville and the late Fred Fishburn, Jr., who was killed in an automobile accident. The Tyler company will continue its uptown warehouse, operating it without change. The Tyler enterprise, including the Wooster, Weilersville and Lodi establishments, will be incorporated in the near future.

OKLAHOMA

Seminole, Okla.—The Wade Seed & Feed Co. has installed a new feed grinder.

Okeene, Okla.—The Farmers Co-operative Exchange has been organized with a capital of \$100,000.

Wakita, Okla.—The Farmers Co-operative Elevator Co. has been granted a charter here with a capital of \$50,000.

Redrock, Okla.—The Farmers Union Co-operative Exchange has been chartered with an operating capital of \$50,000.

Carnegie, Okla.—The Farmers Co-operative Mill & Elevator Ass'n has been granted a charter with a capital of \$50,000.

Pauls Valley, Okla.—The Chickasha Cotton Oil Co. recently purchased the property of the Farmers Union Gin Co. here.

Chickasha, Okla.—Exposure from a hatchery fire damaged two warehouses and stock of the Chickasha Milling Co. on Sept. 19.

Olustee, Okla.—The Farmers Co-operative Ass'n of Jackson County has extended its corporation for a period of 20 years with a capital of \$50,000.

Enid, Okla.—The Enid Board of Trade Laboratory has purchased equipment that will double the laboratory's capacity of 72 protein testing units. The added capacity will be ready by next spring.

Pondereek, Okla.—The Farmers Grain Co. has completed a 12x24-ft. addition to its elevator for feed grinding and wheat cleaning equipment. Four feed bins with a 400-bu. capacity each are built in the top of the new structure.

PACIFIC NORTHWEST

Burlington, Wash.—The detached warehouse of Gould & Co. was damaged by fire Sept. 25.

Valleyford, Wash.—Kirk Baker has opened a mill and feed business here under the name of Baker's Mill.

Beaverton, Ore.—Mr. and Mrs. J. R. Dennis have purchased the Progress Feed Mills from Harry F. Ellander.

Sprague, Wash.—Sprague Grain Growers, Inc., at a recent meeting authorized the distribution of a \$10,720.53 dividend to stockholders.

Buckley, Wash.—The local branch of the Enumclaw Feed Co. held open house Sept. 30. Refreshments were served and prizes awarded. Harvey Shaffer is local manager.

Thomas (Kent p. o.), Wash.—G. R. Monk has purchased the partnership interest of Grove Matthews in the Thomas Feed & Fuel Co., and will continue to operate the business as an individual enterprise under the present firm name.

Kennewick, Wash.—The Grange Warehouse Co. has been granted a permit to build a warehouse and mill to replace those recently destroyed by fire. The building will be 50x100 ft., one story of sheet metal construction. At the rear a concrete mill house three stories high will be erected. Location of the new structure has not been decided as yet.

Walla Walla, Wash.—The body of J. W. Im-lay, 55, for a number of years district agent for the Balfour-Guthrie and Interior Warehouse Co.'s, and a well known grain man, was found seated behind the steering wheel of his auto Sept. 22, in a desolate waste of sand and sagebrush between Burbank and Eureka. A rubber garden hose led from the exhaust pipe of the auto into the right front window, about which had been stuffed a blanket. A farewell note written to his wife lay on the floor near by. While the note hinted at financial difficulties, his employers stated ill health had caused him to end his life.

Cottonwood, Ida.—The Lewiston Grain Growers, Inc., have started construction of their 186,000-bu. capacity crib elevator to be erected west of the company's present plant. W. J. Morrell has the contract.

Burns, Ore.—M. A. Hodgson, who operates the Five-Mile ranch in the Rye Grass district east of Burns, has started the manufacture of ground and mixed feeds from Harney valley hay and grain. Three machines are in operation, the plant having a capacity of 40 tons a day and employing 10 men. The machines are to be moved to various locations as hay and grain is purchased.

Portland, Ore.—Mark P. Miller, president of the Terminal Flour Mills, has purchased the elevator and dock from the Globe Grain & Malt-ing Co. and the Union Pacific Railroad. The Globe company owned the elevator and the railroad company owned the adjoining warehouses. The elevator and dock were damaged by fire last spring. Both were operated for many years under lease by Kerr, Gifford & Co. An operating company will be formed and the elevator and dock will be rebuilt immediately. Present plans call for reconstruction of the central two-story storage building, with a new arch rib dome-type roof, reconstruction of the two railroad tracks on the shore side, and ultimate installation of a marine leg for unloading bulk grain barges. Capacity of the elevator is 8,500 tons with the dock having sack facilities for 15,000 tons, and a workhouse with storage capacity of 1,300 tons.

PENNSYLVANIA

Jonestown, Pa.—The 106-year-old mill owned by R. E. Meyers was destroyed by fire Sept. 27, ignited from a semi-Diesel power room engine. A quantity of grain contained in the structure also burned. The loss totaled many thousands of dollars. There was no insurance held. Mr. Meyers stated he would not rebuild the mill.

Philadelphia, Pa.—Three small boys smoking butts in a hay mow in the feed and grain warehouse of David McMillan, Jr., Sept. 16, were ordered out. At the shouts they ran, tossing three smoldering cigarettes into the hay. Employees of the plant hastily drove trucks parked there into the street and summoned firemen. Five hundred tons of hay, feed and grain were destroyed along with the warehouse.

Clarkstown, Pa.—The Monsey Milling Co. plant was destroyed Sept. 30 by fire of undetermined origin. The building contained large quantities of grain, fuel oil, harness and other farm equipment and a carload of phosphate. A \$7,000 Diesel engine furnished power for the plant and was lost also. A nearby shed containing valuable farm implements was saved. Walter Michael and Theodore Thomas purchased the plant last year from J. H. Turner.

SOUTH DAKOTA

Putney, S. D.—The Putney Farmers Elevator Co. is repairing its elevator.

Sisseton, S. D.—A new Soweigh Motor Truck Scale has been installed by the Reuben Olson Grain Co.

Oldham, S. D.—Mike Dahlin is manager of the Tri-County Union elevator recently opened for business.

Frederick, S. D.—The South Elevator of the Frederick Equity Exchange was damaged by fire in September.

Victor, S. D.—The Farmers Co-operative Ass'n recently installed a new truck scale and made general repairs at its elevator.

Huron, S. D.—The 33rd annual convention of the Farmers Elevator Ass'n of South Dakota will be held in Huron, Dec. 12, 13 and 14.

Stickney, S. D.—The Stickney Co-operative Union has resumed operations with Walter Wittig in charge as new manager, succeeding Ernest Fuerchner who resigned.

Official Brown-Duvel
MOISTURE TESTERS
Tag Heppenstall Moisture Meters
and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.
HARRY B. OLSON 211 W. Wacker Drive
CHICAGO, ILL.

Groton, S. D.—A motor fire in the cupola damaged the Ferny Farmers Co-operative Elvtr. Co. elevator on Sept. 23.

Lake Preston, S. D.—The Farmers Co-operative Elvtr. Co. will hold a meeting in the near future for the purpose of reorganizing. Ed Rogholt has been manager of the company for many years.

Brookings, S. D.—Emil Loriks, national director, was the main speaker at the meeting Sept. 30 of the Brookings County Farmers Union. He explained the Wheeler Wheat bill and other commodity bills prepared by the Farmers Union and introduced in the closing sessions of the last congress.

Irene, S. D.—The Farmers Elevator here, owned and operated by Cargill, Inc., has been sold to the Riley-Arneson Co., the new owners taking possession Sept. 27. The property consists of two elevators and a large feed grinding mill. Riley-Arneson Co. now owns all three local elevators. Christ Feitner, manager of the company's local house, will be in charge of all three in the future. Earl Hedeon, formerly manager of the Cargill elevator, has no immediate plans for the future.

SOUTHEAST

Evergreen, Ala.—A large peanut warehouse and a feed and grist mill are being constructed here by the Farmers Bonded Warehouse, both units to be ready by fall.

Richmond, Va.—L. W. Cox, Virginia sales manager for Arcady Farms Milling Co., Chicago, with which company he had been connected for more than 20 years, died Sept. 6.

Bluefield, W. Va.—The Sublette Feed & Supply Co., whose plant was burned Sept. 11, has acquired the Huff, Andrews & Thomas wholesale building for a permanent location according to S. J. Sublette, head of the firm.

Atlanta, Ga.—A. T. Pennington, southern sales manager for Allied Mills and former president of the Southern Feed Mfgs. Ass'n, has recovered from injuries received several weeks ago in a serious automobile accident and is once more at his office.

Goldsboro, N. C.—The Britt-Corbett Flat Rock Milling Co. has been incorporated to manufacture and sell grains, feedstuffs and their by-products. Authorized stock, \$10,000; incorporators, A. D. Britt, Willis H. Britt and C. F. Corbett, all of Goldsboro.

TENNESSEE

Woodbury, Tenn.—The B. F. Downing feed and grocery store was destroyed by fire Sept. 24.

Readyville, Tenn.—Otis and Baxter Vance have opened a new feed mill here, equipped with modern machinery to crush, mix and clean all kinds of feed and grain.

Memphis, Tenn.—J. S. Harpster, Chicago, has succeeded Harry C. Mills as buyer for the Memphis branch of the Quaker Oats Co. Mr. Mills has been made chief ingredient buyer for the company's Chicago mill.

Nashville, Tenn.—Harry Williams, 65, one of the most widely known and active grain brokers in the Southwest, died at his home Sept. 19. He had been a grain and flour broker here for 35 years, operating in his own name for a long period. In 1932 he became a partner in the Kreig-Williams Co. Mr. Williams was an active member of the Grain & Feed Dealers National Ass'n, and won the "booster" prize on many occasions for securing the largest number of new members for the Ass'n. He also was a member of the Nashville Grain Exchange and the Nashville Flour Club, Inc.

Nashville, Tenn.—The Continental Grain Co. has purchased elevator properties of the Nashville Warehouse & Elvtr. Co. C. Fivian, for some time associated with the St. Louis division of the Continental Grain Co., of which Julius Mayer is the manager, has been transferred to Nashville to take charge of operations here. The Nashville Warehouse & Elvtr. Co. has leased the elevator facilities of the old Liberty Mills and will continue in the grain business. Charles D. Jones & Co. will continue its association with the Nashville Warehouse & Elvtr. Co. in the latter's newly leased property. Milling machinery of Liberty Mills was sold some time ago, the plant not having been in operation for some years.

TEXAS

Canadian, Tex.—The Canadian Grain Co-operative Ass'n's elevator burned Sept. 27, with grain the loss of which, with the building, amounted to many thousand dollars, covered by insurance.

Fort Worth, Tex.—Be advised, please, that one Walter Golden by many satisfactory trades with one of our members on the Plains, worked himself into a position where he could beat this concern out of considerable grain via the "hot check" route. If he applies to any other of our membership for the purchase of truck grain—Watch Out!—and let us know of his whereabouts.—A. G. Campbell, sec'y-treas., Texas Grain & Feed Dealers Ass'n.

UTAH

Duchesne, Utah.—The Duchesne L. D. S. Stake is planning to purchase the Duchesne Flour Mill and operate under the L. D. S. Church Security Program.

WISCONSIN

Black Hawk (Spring Green p.o.), Wis.—Herbert Martin is remodeling his feed mill.

Richland Center, Wis.—Keegan Bros. recently installed a Kelly Duplex Magnetic Separator.

Eland, Wis.—The Northern Milling Co. has discontinued operation of its local feed store.

De Pere, Wis.—Osen Bros.' elevator was damaged by fire caused by a slipping belt in the cupola on Sept. 25.

Bloomer, Wis.—Plans have been approved by the state for the erection of a feed warehouse at the Farmers Store Co.—H. C. B.

Dousman, Wis.—Robert Gramling, 32, operator of the Gramling Milling Co., was fatally injured in an automobile accident near Waukesha Oct. 1.—H. C. B.

Frederic, Wis.—The Apple River Mill Co. plans to build an addition to its mill and warehouse to provide storage space for 25 cars of feed, flour and other merchandise, making a total capacity of 30 carloads.

Prescott, Wis.—Thomson & Son, of River Falls, have leased the local feed mill plant of the Hildebrandt estate and are arranging to open for business. The building is being overhauled and new machinery installed.

Milwaukee, Wis.—Kurtis Froedtert, president and chairman of the board of the Froedtert Grain & Malting Co., on Oct. 6 announced a power house rehabilitation program to start immediately and run two years. The total program may eventually involve expenditure of \$200,000.—H. C. B.

Brillion, Wis.—Castor H. Kuehl, 71, partner in the Kuehl & Bruss grain elevator here for 20 years, died Sept. 30.—H. C. B.

Ladysmith, Wis.—Fire starting from a short circuit destroyed some equipment and badly damaged the interior of the Jim Buchholz feed mill room. Included in the loss is a large motor, electric wiring and a small amount of grain.

Superior, Wis.—The Consumers Wholesale Co. has let the contract to T. E. Ibberson Co. to enlarge its feed storage and add two legs, a ton mixer, an attrition mill, a reel and an air machine for elevating cod liver oil to the mixers.

Whitehall, Wis.—Frie Olson of Blair has purchased the local grain elevator, succeeding H. H. Van Gorden of Eau Claire. Mr. Olson took possession of the plant Oct. 1, placing his brother, Omer, in charge as manager. Mr. Olson also owns elevators at Blair, Ettick, Taylor and Eleva.

End Linings a Nuisance

[Concluded from page 306]

tears off a number of lining boards, the grain recovered falls short of justifying the injury done to the car's linings. Yet, at other times, the grain recovered is considerable. In one type of car we recovered nearly 600 pounds from both ends of a single car. This is an exception, but the Deputy Weighmaster would need clairvoyant penetration to determine the amount of grain lodged behind the linings of cars of this type, for it is practically impossible to "sound out" grain pockets.

I feel quite sure that this matter is important enough for all concerned to put forth their best efforts to bring about a correction. If the carriers have some good reason for installing wood linings to cover these steel ends, the linings should be so constructed that the shippers will not suffer loss caused by the trapping of grain behind the end linings of the cars.

Public hearings will be held in New York City Oct. 9 and in New Orleans, Oct. 16 to consider the establishment of limits in speculative transactions in cotton futures by any individual.

E. H. BEER & CO., INC.

Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

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Russell Grain Co.
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RUSSELL GRAIN CO. ELEVATOR

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Direct Heat

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in a Hess Standardized
Steel Building

They're Profit Makers

HESS WARMING AND VENTILATING CO.

1211 SO. WESTERN AVENUE
CHICAGO, ILLINOIS

Grain Carriers

A charge of 2½¢ per 100 lbs. for grinding cottonseed cake in transit is proposed in C. F. A. docket advice No. 59,177.

The Erie Canal will be closed Dec. 10 for the winter. Wooden boats will be permitted to enter until Nov. 18 and steel vessels until Nov. 25.

Thus far in 1939 the railways have ordered a total of 721,737 tons of rail, or almost four times the tonnage ordered in the corresponding period of 1938.

Galveston, Tex.—The Santa Fe proposes to equalize New Orleans, Port Chalmette, Westwego, and Lake Charles, La., also Orange and Port Arthur, Texas; with Galveston, Houston, Texas City and Beaumont, Texas, on grain and grain products from a wide area of origins.

Grain loadings which reached their peak with 50,112 cars during the week ending Sept. 16, fell off to 46,791 cars during the week ending Sept. 23, altho still 18.2 per cent greater than during the corresponding week a year ago, when they totaled 39,577, as reported by the Ass'n of American Railroads.

Reparation of \$12.22 with interest was awarded the Northern Milling Co. against the C. & N. W. Ry. Co. on 2 cars of grain and grain products shipped in 1934 and 1935 from Heron Lake, Minn., and Milton, N. D., to Marion, Wis. The car from Heron Lake was found by the Interstate Commerce Commission to have been overcharged.

Some charters have been cancelled which called for boats to tie up early in Buffalo and hold grain for winter storage as ship owners choose to keep their boats sailing in profitable coal, ore and grain trades as long as possible. It was predicted that the number of boats in Buffalo's winter grain storage fleet this year probably will exceed 100. The rate paid for winter holding is about six cents a bushel, double that of last year—G.E.T.

The Illinois Central and other railroads have petitioned the Interstate Commerce Commission to vacate its order suspending the 14-cent rate on molasses from New Orleans to Peoria, Ill., 1,800 tons minimum. Unless permitted to make this low rate the railroads inform the Commission that the industry at Peoria will transport the molasses in barges of its own, at a cost of 12 cents per 100 pounds. The shipments are to be moved in single trainloads of 38 cars.

The National Industrial Traffic League will hold its 32nd annual meeting at the Palmer House, Chicago, Nov. 21 and 22. A night session may be held Nov. 21, to speed up the adjournment Nov. 22 for Thanksgiving.

Exceptions to the Interstate Commerce Commission proposal to regulate private trucks have been taken by the American Bakers Ass'n and other organizations. As to many private trucks the proposed regulations are burdensome and unnecessary.

It is idle to look forward to restoration of fully adequate revenues for the railroads, arising entirely from rates and fares, if other carriers, who are not required to fully support themselves, are at the same time permitted to take continually whatever traffic affords them highest profit prospects from the railroads in growing volume.—Z. G. Hopkins, of Western Railways Com'te on Public Relations.

Loadings in the week ended September 16 were almost 806,000 cars. Loadings of about 1,000,000 cars a week would be the very maximum that could be handled with existing equipment. It does not seem probable that the peak of traffic in October, 1939, will equal that figure. There may reasonably be expected to be subsequently a seasonal decline—even though the general trend of traffic continues upward—that will afford the railroads some months to acquire additional equipment before the generally upward trend will cause them to need it.—Railway Age.

Fort Worth, Tex.—The order of the Texas Railroad Commission dated Sept. 22, effective concurrently with a similar interstate order which is now before the I.C.C., carries a 31c a C.W.T. common point rate on coarse grain. We have very good reason to believe that such an order will come thru some time near Oct. 15. Where there will be a saving by so doing, shipment can be profitably delayed until about that date. If and when effective, this will wipe out some of the differentials the Commissioner had reference to. We hope other Texas differential territory will be eliminated voluntarily by the railroads. Such is the case in this instance, tho we all know that the efforts, the money and the time put in by this ass'n in the last few years has been largely instrumental in convincing the roads of the necessity for this action. We pledge the ass'n to continued effort looking to the renewal of differentials in other parts of the state. We have here one step in the right direction, and will do all in our power to hasten faster moves towards lower rates necessary to put any considerable traffic back on the rails.—A. G. Campbell, sec'y Texas Grain & Feed Dealers Ass'n.

Corn Rates to be Reduced

The Western Trunk Line Com'te has just announced that:

"After careful and deliberate consideration of the subject, a reduction in the present rail rates was approved from points in Missouri and Iowa on the west of the line beginning at Windsor, Mo., thru Sedalia and Marshall, thence via the Wabash from Brunswick to Sumner, Burlington to Chillicothe thru Laclede, Milwaukee to Seymour, Rock Island to Des Moines thru Allerton and Chariton, M. & St. L. from Des Moines to Ft. Dodge thru Angus, Grand Junction and Gowrie, thence Illinois Central to Lamar, Milwaukee to Alton and C. & N. W. to Hawarden to points in Nebraska, Kansas, Colorado, and southern Missouri named in W. T. L. Tariff 383."

The com'te also approved rates from points in Nebraska south of the Platte River and points on the Oberlin and St. Francis, Kas., branches of the Burlington to points in Kansas and points in southwest Missouri named in W. T. L. Tariff 383 on basis of Western Trunk Line scale prescribed by the Commission in 164 I.C.C. 619, plus Ex Parte 123 increases.

In addition, there was also authorized on whole corn and sorghum grains, subject to one stop in transit for storage, between points in Kansas and from points in Kansas to southwest Missouri named in W.T.L. Tariff 383, rates based on Western Trunk Line scale prescribed by the Commission in 164 I.C.C. 619.

Exactly what the reductions amount to will be learned on the publications of the new tariffs.

The reductions were made on the plea of the grain exchanges to meet truck competition.

The Annual Banquet

The annual banquet was held in the Grand Ballroom of the Hotel Nicollet. 397 delegates, their wives and sweethearts, participated. On the last evening of the convention, several musical numbers including Marimba-Xylophone selections by Sylvester Cargill, Victoria Elevator Co., and Miss Ramona Gerhard, were presented.

TOASTMASTER E. S. FERGUSON, vice-pres. of the Minneapolis Chamber of Commerce, introduced Professor Wart, who outdid himself in telling his auditors of the wonderful state of the nation. He admitted he knew nothing about it.

L. R. CROSBY, chairman of the golf tournament committee, announced the prize winners.

BERNARD H. RITTER, of the St. Paul Dispatch-Pioneer Press, gave a brief survey of his acquaintance with some of the leaders in the Nazi government.

After the removal of the tables, many of the delegates and their lady companions danced until after midnight.



Part of Annual Banquet, 43rd Annual Convention, Grain & Feed Dealers National Ass'n, in Grand Ball Room of Nicollet Hotel, Minneapolis.

Registered at Annual Meeting of National Ass'n

The out of town delegates who registered at the convention included the following (arranged alphabetically):

A. L. Anderson, Rossie, Ia.; Anger Armstrong, Walkerville, Ont.; Olif O. Anderson, Aberdeen, S. D.; Lewis Abbott, Hamburg, N. Y.; J. M. Adam, St. Louis, Mo.; Anheuser-Busch, Inc.; A. E. Anderson, Algona, Ia.; R. J. Anderson, Kansas City, Mo.;

D. B. Bagnell, Alexandria, Va.; F. A. Bailey, Ft. Worth, Tex.; J. W. Bain, Washington, D. C.; Scott S. Baleman, Lawrence, Kan.; J. O. Ballard, St. Louis, Mo.; Albert Boxeth, Summit, S. D.; Walter R. Beck, Shelbyville, Ind.; J. A. Benjamin, Chicago, Ill.; E. L. Benton, Kansas City, Mo.; Gene Binning, Kimball, Neb.; G. E. Booth, Chicago, Ill.; Lamson Bros. Co.; R. C. Booth, Cedar Rapids, Ia.; R. B. Bowden, St. Louis, Mo.; Ted Brash, Spokane, Wash.; M. J. Briggs, Indianapolis, Ind.; Hylton R. Brown, Washington, D. C.; Thos. J. Brown, Grand Forks, N. D.; H. J. Brundage, Toledo, O.; C. W. Buoy, Chevy Chase, Md.; E. Labudde, Milwaukee, Wis.; J. W. Buffington, Mexico, Mo.; W. T. Burns, Omaha, Neb.; W. T. Buster, Arlington, Va.; H. E. Buttolph, Bennett, Ia.;

J. H. Caldwell, Jr., Marion, Ind.; J. H. Caldwell, St. Louis, Mo.; J. N. Campbell, Omaha, Neb.; Erlund Carlson, Lindsborg, Kan.; E. J. Cashman, New Richmond, Wis.; E. A. Cayce, Kansas City, Mo.; C. J. Caulfield, Baltimore, Md.; R. J. Chauvin, New Orleans, La.; H. C. Christiansen, Omaha, Neb.; H. R. Clark, Omaha, Neb.; Leo O. Cline, Saginaw, Mich.; Fred H. Clutton, Sec'y, Chicago Board of Trade, Chicago, Ill.; M. F. Cohn, Buffalo, N. Y.; Sunset Feed & Grain Co., Inc.; James A. Cole, Washington, D. C.; Bert Collins, St. Louis, Mo.; Checkerboard Elev. Co.; R. L. Coomber, Freeport, Ill.; T. C. Crabbs, Crawfordville, Ind.; Crabbs Reynolds Taylor Co.; Osborne Crafts, Toledo, O.; R. T. Creekmore, Cincinnati, O.; J. C. Crouch, Dallas, Tex.; W. E. Culbertson, Delavan, Ill.;

F. A. Dahl, Lowell, Ind.; L. B. Darling, Cleg-horn, Ia.; Ben B. Davis, Buffalo, N. Y.; American Elev. & Gr. Corp.; Ralph Dawson, Houston, Tex.; R. R. DeArmond, St. Louis, Mo.; I. L. Demaray, Mitchell, S. D.; F. A. Derby, Topeka, Kan.; F. E. Devendorf, Los Angeles, Calif.; Fred Deffenbaugh, Omaha, Neb.; Rosenbaum Bros.; H. H. Dewey, Peoria, Ill.; W. W. Dewey & Sons; H. R. Diercks, St. Louis, Mo.; Cargill, Inc.; Rees H. Dickson, Louisville, Ky.; E. J. Dougherty, Louisville, O.; E. C. Dreyer, St. Louis, Mo.; John Dunn, Kansas City, Mo.; J. W. T. Duvel, Washington, D. C.;

E. C. Eikenberry, Camden, O.; H. P. English, Chicago, Ill.; E. B. Evans, Decatur, Ill.;

Fred J. Faber, Philadelphia, Pa.; Ben Feuguay, Enid, Okla.; Price Feuguay, Wellington, Kan.; Wolcott & Lincoln, Inc.; Syl. Fisher, Cincinnati, O.; F. U. Fitzpatrick, Kansas City, Mo.; Simonds Shields Theis Grain Co.; R. M. Field, Chicago, Ill.; L. J. Flora, Kansas City, Mo.; H. H. Flow, Cedar Rapids, Ia.; Geo. R. Forrester, Toledo, O.; John H. Frazier, Philadelphia, Pa.; Bob Fruen, Hatfield, Minn.; Walter C. Fuller, Des Moines, Ia.; H. F. Funk, Lodi, O.;

L. A. Gardner, Lawrenceburg, Ind.; Leo Gauer, Winnipeg, Man.; Lawrence J. Gerwing, Louisville, Ky.; James M. R. Glaser, Chicago, Ill.; Harry B. Godfrey, Chicago, Ill.; R. C. Graham, St. Joseph, Mo.; Geo. L. Gray, Kansas City, Mo.; Donald Green, Pattonsburg, Mo.; H. H. Green, Pattonsburg, Mo.; Jos. B. Groebner, New Ulm, Minn.; M. B. Grover, St. Louis, Mo.; M. D. Guild, Indianapolis, Ind.;

Hugh D. Hale, Royal, Ia.; J. S. Hedelund, Omaha, Neb.; The United Grain Co.; J. P. Hegge, Summit, S. D.; Ferd Heckle, Memphis, Tenn.; Wm. Herbst, Elmwood, Wis.; John Heyerholm, Northfield, Minn.; E. M. Hibbs, Kansas City, Mo.; Guy E. Hillier, Cedar Rapids, Ia.; Walter C. Holstein, Milwaukee, Wis.; Mohr-Holstein Com. Co.; Geo. H. Hopkins, Boston, Mass.; Arthur F. Hopkins, Boston, Mass.; M. B. Houseal, Memphis, Tenn.; L. E. Howard, Topeka, Kan.; Joe Huernick, Baldwin, Wis.;

H. L. Jackson, Sioux City, Ia.; Leon S. Jackson, Portland, Ore.; Delos L. James, Washington, D. C.; R. C. Jensen, Sioux City, Ia.; F. A. Jost, Chicago, Ill.; Clay Johnson, Peoria, Ill.; G. A. Johnson, Kansas City, Mo.; Wolcott & Lincoln; W. Fenton Jones, Des Moines, Ia.; H. A. Juneau, Superior, Wis.;

Ron Kennedy, Des Moines, Ia.; E. C. Kessler, Jamestown, N. Y.; E. G. Kiburtz, St. Louis, Mo.; C. D. Kieber, St. Joseph, Mo.; P. H. King, Chicago, Ill.; J. C. Kintz, Cedar Rapids, Ia.; Chas. S. Knudson, Industry, Ia.; A. C. Koch, Breese, Ill.; W. J. Krings, St. Louis, Mo.;

L. E. Lake, Colfax, Ind.; R. H. Louis, Chilli-cothe, Ia.; O. E. Lapham, Boston, Mass.; B. W. Larson, Kimball, Neb.; Nels H. Larson, Summit, S. D.; Paul Larson, Sioux City, Ia.; J. V. Lauer, Milwaukee, Wis.; J. V. Lauer & Co.; J. A. Lay-bourn, Kansas City, Mo.; J. F. Leahy, Kansas City, Mo.; Wallace Lerigo, Moline, Ill.; J. A. Linderholm, Omaha, Neb.; Crowell Elev. Co.; Forest W. Lipscomb, Springfield, Mo.; Dave P.

Lorenz, Salina, Kan.; John W. Luscombe, Toledo, O.;

A. S. MacDonald, Boston, Mass.; Sam Mason, Sioux City, Ia.; P. W. Markley, Philadelphia, Pa.; Geo. W. Martin, Buffalo, N. Y.; P. R. Markley, Philadelphia, Pa.; Frank P. Manchester, Omaha, Neb.; Geo. C. Martin, Chicago, Ill.; Jack Martin, Kansas City, Mo.; A. H. Meinershagen, Higginsville, Mo.; E. C. Meserve, Jr., Kansas City, Mo.; F. A. Miller, Chicago, Ill.; James E. Bennett & Co.; R. E. Miller, Omaha, Neb.; Wm. Galt Mish, Washington, D. C.; W. M. Moore, Covington, Ind.; Doe S. Morris, Amarillo, Tex.; J. H. Motz, Brice, O.; J. F. Moyer, Dodge City, Kan.; Dan Mullally, St. Louis, Mo.; J. C. Mullaney, Sioux City, Ia.; E. J. Murphy, Washington, D. C.; John F. Mueller, Calamus, Ia.; J. M. Mulcahy, New Orleans, La.; J. J. Murphy, Pierre, S. Dak.; John McCarthy, Glencoe, Ill.; Walter R. McCarthy, Duluth, Minn.; H. D. McCord, St. Paul, Minn.; S. E. McDonald, Sioux City, Ia.; S. A. McMaster, Sioux City, Ia.;

N. F. Noland, Kansas City, Mo.; Moore Seaver Grain Co.;

B. J. O'Dowd, Kansas City, Mo.; J. E. Ogren, Arkansas City, Kan.; Carl G. Orsinger, Waterloo, Ia.; R. S. Owens, Duluth, Minn.; Eric Oyan, Baltic, S. D.; E. J. Oyan, Baltic, S. D.;

F. A. Paddleford, Chicago, Ill.; J. P. Parks, Kansas City, Mo.; E. T. Pettersen, Great Falls, Mont.; L. H. Patten, Glencoe, Minn.; W. W. Pearson, Reynolds, Ind.; C. S. Phillips, Chicago, Ill.; Lee L. Pincus, New York City, N. Y.; G. A. Pritchard, Indianapolis, Ind.;

H. F. Raabe, New Ulm, Minn.; S. L. Rice, Metamora, O.; James J. Rick, Kansas City, Mo.; A. L. Riedel, Saginaw, Mich.; J. B. Roberts, Sioux City, Ia.; A. C. Robinson, Chicago, Ill.; Chas. G. Robinson, Memphis, Tenn.; F. M. Rosekrans, Chicago, Ill.; J. O. Ross, Wamego, Kan.; E. H. Rudloff, Canton, S. D.; Clyde M. Rudy, Bellevue, O.; D. W. Rundell, Decatur, Ill.; H. Ryan, Sioux Rapids, Ia.;

Fred K. Sale, Indianapolis, Ind.; Aderton Samuel, St. Louis, Mo.; John B. Sanford, New Orleans, La.; H. H. Savage, St. Louis, Mo.; H. F. Schell, Lancaster, Pa.; J. A. Schmitz, Chicago, Ill.; Julius Schaueremann, St. Louis, Mo.; Don J. Schuh, Cincinnati, O.; L. F. Schultz, St. Louis, Mo.; Schultz-Niemeier Com. Co.; Alfred E. Schultz, Toledo, O.; R. A. Schuster, Chicago, Ill.; E. H. Sexauer, Brookings, S. D.; Geo. P. Sexauer Sons; H. P. Seward, Marshalltown, Ia.; O. R. Sickert, Milwaukee, Wis.; J. A. Simons, Ft. Worth, Tex.; R. M. Sims, Duluth, Minn.; Leroy K. Smith, Washington, D. C.; T. F. Stephenson, Kansas City, Mo.; John B. Stouten, Buffalo, N. Y.; Lewis Grain Co.; C. D. Sturtevant, Chicago, Ill.; Henry W. Swanson, Des Moines, Ia.;

W. R. Tabbert, Toledo, O.; "Art" Torkelson, Fort Dodge, Ia.; Lamson Bros. & Co.; Fred Thomas, Detroit, Mich.; E. F. Thompson, Chicago, Ill.; C. D. Thorsen, Fort Dodge, Ia.; F. B. Thompson, Peoria, Ill.; J. R. Town, New Ulm, Minn.; Lionel True, Springfield, N. Y.; H. G. Tyler, Lowell, Ind.;

Paul Uhlmann, Kansas City, Mo.; Uhlmann Grain Co.;

Harold Vogel, St. Louis, Mo.; Continental Grain Co.; W. R. Vye, Milwaukee, Wis.;

Lee Wagner, Chicago, Ill.; Fred E. Watkins, Cleveland, O.; J. L. Welsh, Omaha, Neb.; Butler Welsh Grain Co.; Chester L. Weekes, St. Joseph, Mo.; J. C. Westerfield, Des Moines, Ia.; W. J. Westerman, St. Louis, Mo.; Chas. B. Weydman, Buffalo, N. Y.; Eastern Grain Elev. Corp.; J. Leo White, Peoria, Ill.; Wm. P. White, Toledo, O.; Steve Wilder, Cedar Rapids, Ia.; John M. Wilkie, New Orleans, La.;

Ladies' Entertainment in Minneapolis

Visiting ladies at the Grain & Feed Dealers National Ass'n convention gathered in the Francis I room at the Nicollet Hotel, Oct. 1, for an informal reception and tea, where they became acquainted with each other and planned to enjoy themselves at other convention features.

The annual women's party, during the afternoon and evening of Oct. 2, a feature comparable with the annual stag for the men, found 84 ladies present. They were taken in busses for a tour of the city, enjoyed a chicken dinner at the Minneapolis Women's Club in the evening, listened to a discussion on "Women's Interests," by Evon Nollette, woman's page editor, *Minneapolis Tribune*, then played bridge until the late evening hours.

Women visitors were taken for a trip thru the famous Betty Crocker Gold Medal Kitchen of the Washburn-Crosby Flour Mills during the afternoon of Oct. 3, learned how flour is tested for baking bread and cakes, and how recipes are developed for the housewife.

In the evening of Oct. 3rd, the ladies joined their escorts at the annual banquet, entertainment and dance in the ball room of the Nicollet Hotel.

Flax Institute to Meet Oct. 13

The annual meeting of the Flax Institute of the United States will be held at 2 p. m., Friday, Oct. 13, at the Nicollet Hotel, Minneapolis, Minn.

H. L. Walster, dean of the North Dakota Agricultural College, will preside during the session. Representatives of flaxseed producers and consumers will attend, and it is thought interest will be added by a discussion of the Argentine reciprocal trade agreement under which duties are to be reduced on Argentine flaxseed and linseed oil.

Dearborn, Mich.—The Ford Motor Co. has R. A. Boyer and several assistants working to develop a textile fiber from soybeans.

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CHICAGO, ILLINOIS

Field Seeds

San Francisco, Cal.—Joseph G. Cox, head of C. M. Volkman & Co., died recently aged 73 years.

Evansville, Ind.—The Purcell Seed Co., already well equipped to clean seed, has added a sawdust buckhorn system.

West Memphis, Ark.—John A. Cooper has leased a large warehouse for storage of a stock of seeds, feeds and fertilizers.

Evansville, Wis.—Norman R. Buckley, 83, formerly general manager of the Olds Seed store, Madison, Wis., died here Oct. 2.

Rockford, Ill.—R. Hallett Shumway has engaged in the retail seed business, not connected with R. H. Shumway, also in the seed business.

Sioux City, Ia.—The Wertz Seed Co. is defendant in a suit for \$59,145.50 brought by the Security National Bank to recover on a bond issue of 1928.

Phoenix, Ariz.—Terris Manley, for 20 years employed by seed companies here, has engaged in the business on his own account as the Advance Seed Co.

Farwell, Texas.—The Roberts Seed Co. has erected an additional plant, specially equipped for handling sudan grass seed only, increasing the storage to over 125,000 bus.

Osage, Ia.—The Osage Grain & Supply Co. this season has shipped out 7 carloads of flaxseed; and it is said the elevators of Mitchell County have shipped 20 carloads.

Half Moon Bay, Cal.—The Half Moon Bay Fuel & Feed Co. is installing new cleaners for the purpose of cleaning vetch raised by farmers during the coming season.

Clutier, Ia.—Altho this town annually ships out one to three cars of timothy seed this year so far six carloads have been shipped by the Piper Elevator and five carloads by Melvin E. Mundt.

Farragut, Ia.—A wholesale and retail seed house and popcorn factory will be operated by Oliver Bricker in a building leased of W. C. Davis and to be remodeled for his use. He has 1,200 acres of popcorn contracted.

Perry, Ia.—Fazel Bros. are erecting a 50,000-bu. capacity corn elevator to consist of four concrete bins 20 ft. in diameter and 50 ft. high, which will be used for the drying of hybrid corn. Weitz Const. Co. has the contract.

Washington, D. C.—A hearing on the federal seed act will be held in Washington, D. C., on Monday, Nov. 27. Prior to this public hearing there will be two informal conferences, one in San Francisco, California, on Nov. 1 and one in Kansas City on Nov. 6.

Grandfield, Okla.—Wheat growers of Tillman County, Okla., with the co-operation of the A. & M. College, at Stillwater, will establish a co-operative station at Grandfield, Okla., to undertake the elimination of loose smut in wheat which has proven to be serious liability to the growers in that portion of the state. The proposed station will have a capacity of 10,000 bus. and will be under the supervision of Frederic T. Dines.

Directory

Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Bedford, Ia.—Edward Russell, who had been engaged in the seed business here since 1930, died Sept. 25, aged 70 years.

Dallas, Tex.—A meeting of the Texas Seed Council will be held Oct. 19, a day preceding the meeting of the Texas Seedsmen's Ass'n.

Omaha, Neb.—Henry G. Windheim, head of the Nebraska Seed Co., who fell and broke his hip while stepping out of his automobile a few weeks ago, died Oct. 2 in the hospital to which he was returned after having caught pneumonia at his home.

Columbia, Mo.—A seed show will be held Nov. 1 to 3 at the State University under auspices of the Missouri Corn Growers Ass'n of which C. A. Heilm is sec'y. Five classes of seed corn, including early maturing, regular, and hybrid will be shown. Small grains will include classifications for winter wheat, winter barley, winter rye, and Columbia oats. Other groupings are for pink or sunrise kafir, Atlas sorgo, sudan grass, soybeans, sweet clover and korean lespedeza.

The Arkansas state plant board's analyst continues to find field bindweed (*Convolvulus arvensis*) in seed rye, the amounts ranging from 2 to 18 bindweed seeds per pound. Sale of seeds containing bindweed is illegal in Arkansas, and seven shipments containing 62 bags are being held on this account. A shipment of red clover seed is being held off-sale under the Board's new ruling prohibiting sale of seed containing more than a total of 2,000 of all noxious weeds combined. A combined total of 4,000 seeds of bottle brush plantain and dodder were found.

Norfolk, Neb.—The Kollman-Warner Co. has been formed to do a wholesale and jobbing business in field seeds. M. L. Kollman is vice-president and general manager; J. R. Walsh is assistant general manager in charge of Sioux City office; Lyle Warner, treasurer, is in charge of the Norfolk plant; R. H. Grillet, sec'y, is in charge of the Iowa City plant. The Michael-Leonard Seed Co., of Sioux City, with which most of the principals were formerly associated, has sold its Norfolk seed cleaning plant and its lease on the Iowa City cleaning plant to the new company. The Michael-Leonard Seed Co., continues oper-

Seed Movement in September

Receipts and shipments of seeds at the various markets during September, compared with September, 1938, in bus., except where otherwise indicated, were:

	FLAXSEED		Shipments	
	1939	1938	1939	1938
Chicago	11,000	31,000	10,000	24,000
Duluth	2,032,144	832,538	1,169,612	415,928
Milwaukee	18,590	.....	.....	.....
Minneapolis	2,709,000	.....	648,200	.....
Superior	1,689,939	377,677	962,477	179,000
KAFIR AND MILO				
Hutchinson	1,400	1,400	.....	.....
Kansas City	40,600	49,000	44,400	57,600
St. Joseph	3,000	.....	.....	.....
St. Louis	21,000	16,800	1,400	7,000
SORGHUM				
Ft. Worth	13,800	32,200	65,800	77,000
CLOVER				
Chicago, lbs.	579,000	249,000	627,000	32,000
Milwaukee, lbs.	366,920	163,605	32,200	.....
TIMOTHY				
Chicago, lbs.	2,504,000	3,023,000	6,423,000	1,689,000
Milwaukee, lbs.	1,834,010	1,575,605	.....	30,240
SOYBEANS				
Baltimore	2,926	.....	335	.....
Chicago	308,000	264,000	36,000	75,000
Indianapolis	93,000	2,800	43,500	.....
St. Louis	74,600	4,800	.....	.....
Toledo	34,500	1,500	80,640	.....

ation of its huge Sioux City Seed Cleaning and hybrid corn plant and its sale of "Iowa Hybrid Seeds."

New York Seedsmen Meet

The annual meeting of the New York State Seed Ass'n was held Sept. 15, at Jordon Hall, New York Experiment Station, Geneva, N. Y. Features of the gathering were discussions and inspections of field trials.

Following the address of welcome by Dr. P. J. Parrot, of the experiment station, and the response by Harry L. Glen, Hart & Vick, Inc., the association's president, were other addresses. M. T. Munn, Experiment Station, Geneva, N. Y., spoke on two subjects: "Seed Findings the Past Year," and "Lawn Grass Seed Mixtures." Discussion of the Federal Seed Law was led by R. M. Bowen, Fredonia Seed Co., Fredonia, N. Y., and member of the A. S. T. A. legislative committee.

At the business meeting the following officers and executive committee members were elected for the coming year:

Pres., Alex Sehlmeier, New York City; vice-pres., Harry L. Glen, Rochester, N. Y.; sec'y-treas., George B. Weaver, Fredonia, N. Y.

Executive Com'tee: Alex Sehlmeier, Harry L. Glen, George B. Weaver, A. W. Banfield, Elmira, N. Y., G. L. Gardner, Rochester, N. Y., John Vaughan, New York City, E. L. Townsend, Buffalo, N. Y.

Following the business sessions, the members had luncheon at the Hotel Seneca, Geneva, and inspected the field trials at the experiment station during the afternoon.

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Calculating Superior Double Cross Hybrids without Field Trial

Several hundred hybrid corn seed growers and farmers attending Hybrid Corn Field Days at University Farm, St. Paul, and the Southeast Experiment Station at Waseca, Minn., late in September, were highly enthusiastic over the new and better hybrid varieties that the experiment station corn breeders will soon have ready.

At University Farm the visitors saw plot trials of 90 new high-yielding, early-maturing double crosses, resistant to lodging and smut, among which are at least several that will be decidedly superior to present hybrids for central and northern Minnesota. New double-crosses for southern Minnesota were inspected at Waseca. Many others are being grown at Morris, Crookston, Grand Rapids and in more than a dozen farmers' fields around the state.

These new double-crosses afford striking proof of the accuracy of the technique discovered by the University corn breeders for developing superior double-crosses. Dr. Iver Johnson told how inbred or selfed lines of corn can be combined into single crosses whose performance can be used to determine the best combination of inbreds for making double-crosses and at the same time to predict how good the new double-crosses will be.

From 300 single crosses grown by the Minnesota station this year, it will be possible, Dr. Johnson said, to work out with pencil and paper some 3,000 different double-cross combinations and to calculate the value of each one, without the enormous job of trying them all out in the field. Only the double-cross combinations predicted to be superior will actually be made and put to test.

Carl R. Borgeson, pure seed official of the experiment station and the Minnesota Crop Improvement Ass'n, outlined the plan for increasing seed stocks of the new hybrids, a plan which this year made use of about 50,000 hand pollinations, with alternate "selfing" and "sibbing" of the inbred lines to maintain purity. He also emphasized to hybrid seed growers the importance of thoro roguing of fields and sorting of seed stocks to insure greater purity.

Imports of Forage Plant Seeds

Imports of forage plant seeds during September and the three months ending Sept. 30, compared with like periods a year earlier, as reported by the U. S. Dept. of Agriculture, have been as follows, in pounds:

Kind of seed	September		July 1 to Sept. 30	
	1939	1938	1939	1938
Alfalfa	142,100	.....	322,100	30,100
Bluegrass, Can.	.....	.....	2,300	.....
Brome, smooth	320,200	142,100	379,800	153,300
Clover, alsike	30,000	.....	30,000	.....
Clover, crim.	1,899,200	1,187,000	4,391,200	4,303,800
Clover, red	2,200	.....	2,200	158,900
Clover, white	105,300	78,100	228,700	95,500
Fescue, meadow	.....	11,200	4,400	11,200
Grass, orchard	.....	119,900	3,100	257,500
Mixtures, grass	.....	.....	2,000	.....
Rape, winter	668,200	1,113,600	1,364,100	1,526,400
Ryegrass, Ital.	4,000	.....	4,400	.....
Ryegrass, peren.	6,500	9,700	74,700	123,500
Timothy	.....	.....	100	100
Vetch, common	.....	332,200	.....	868,500
Vetch, hairy	917,800	539,100	2,541,400	2,954,200
Bentgrass	15,800	.....	39,100	1,600
Bluegrass, an'l	.....	.....	3,800	.....
Bluegrass, rgh.	55,100	8,100	57,300	32,500
Clover, subter.	200	300	200	300
Clover, suckling	9,400	23,200	9,400	29,500
Fescue, Chew.	68,800	111,500	244,700	343,800
Fescue, other	.....	13,600	100	38,500
Grass, Bahia	7,800	6,800	8,700	6,800
Grass, carpet	.....	.....	.....	12,300
Grass, Dallis	8,500	.....	63,700	86,600
Grass, Guinea	22,200	1,000	42,800	1,000
Grass, Jaragua	.....	.....	3,600	.....
Grass, molasses	1,000	.....	41,500	.....
Grass, rescue	.....	.....	200	21,800
Grass, Rhodes	24,400	2,400	44,400	20,600
Grass, velvet	500	12,300	4,000	14,600
Kudzu	.....	.....	5,000	.....
Medick, black	49,600	.....	49,600	5,600
Sourclover	.....	.....	35,000	.....
Sweetclover	47,000	89,100	127,100	89,100
Wheat, purple	1,000	.....	1,000	.....
Wheatgrass, cr.	27,400	83,700	27,400	84,900
Wheatgrass, sien.	200	.....	200	.....

Government to Distribute Hairy Vetch Seed

The A.A.A. has been buying peas and hairy vetch seed for distribution in the Willamette Valley, Oregon.

It is said the purpose is to increase acreage of both crops by 50 per cent. Farmers will be sold peas at 4 cents a pound and hairy vetch at 9 cents per pound. The government will then loan 3 cents a pound on peas and 7¼ cents per pound on hairy vetch next year.

The seed is to be distributed only to co-operating farmers under the soil conservation program and up to the amount of money they have due under the benefit payments. In other words, instead of receiving benefit payments they will receive peas and hairy vetch for seeding this fall. In return the government guarantees them a price on all of their crop of 3 cents on peas and 7¼ cents on vetch.

Seed Corn Processors Have Seasonal Exemption

The Garst & Thomas Hybrid Corn Co., of Coon Rapids, Ia., and the National Hybrid Corn Co., of Anamosa, Ia., applied to the wage and hour division of the U. S. Department of Labor for an exemption as a seasonal industry for a 14 weeks' period.

Elmer F. Andrews, administrator, has issued a preliminary determination declaring that a prima facie case had been shown for the granting of an exemption for the husking, sorting, drying, shelling, grading and sacking of hybrid seed corn as a branch of an industry of a seasonal nature. This corn usually comes to maturity and is harvested each year between Sept. 15 and Nov. 1, after which time unharvested corn is no longer usable as seed corn.

Under the exemption proposed, which will become final unless objection is made within 15 days after the preliminary finding, employees could be worked up to 12 hours a day, or 56 hours a week, without overtime pay, for a 14-week period.

Abruzzi Rye Must be from Approved Source

Under new regulations adopted Aug. 22, sale of rye as Abruzzi is prohibited in Arkansas unless the source of seed has been approved by the Arkansas State Plant Board. Only one lot of Abruzzi has been approved so far, this being a small amount of Coker's Abruzzi only one year removed from certified seed, which was grown in eastern Arkansas and is being distributed by the Russell-Heckle Seed Co. of Memphis, Tenn. Inspectors have instructions to hold off sale any other rye offered for sale under the name Abruzzi.

Sale of Abruzzi rye has for years had the status of a racket. As Abruzzi is considered superior to other varieties for winter grazing, for which rye is here principally grown, it commands a substantial premium in the market. Abruzzi seeds are indistinguishable from seeds of any other variety of rye, hence Rosen rye and other varieties have been palmed off at a high price as Abruzzi.

The U. S. Department of Agriculture which has for years been making field tests of samples of seed rye taken from seedsmen's stock, is authority for the statement that only a small amount of the rye sold in the South last fall under the name Abruzzi was actually of that variety, the greater part being Rosen and intermediate types. In other words, farmers who paid premiums to get Abruzzi for the

most part got nothing in return. Unlike oats, wheat and barley, rye cross-pollinates and this as well as fraud and misrepresentation is no doubt responsible for the existence of the chaotic condition which led to the Board's recent ruling.

The same rule will apply to sorghum seed which is sold for syrup purposes—that is it must be seed from an approved source. An exception is made of seed which is sold in the immediate locality in which it was grown.

New Iowa Oat Hybrids in Demand

By J. L. ROBINSON, research agronomist, Ames.

Altho the 1939 yield comparison detracted, rather than added to their reputation, Iowa's new disease-resistant oats—Marion, Boone and Hancock—won't "go begging" when they are turned over to farmers this fall by the Iowa Agricultural Experiment Station.

In fact, there are eight times as many requests for the consignments as there are seed lots available.

The three new oat hybrids, developed jointly by the Iowa State College and the United States Department of Agriculture, were little short of sensational last year when they out-yielded all other oats in the state. Diseases, particularly crown rust, inflicted heavy damage on common varieties, which are generally susceptible.

This year, however, there was practically no disease, and the resistance of the new hybrids did not prove to be a deciding factor.

(The new hybrids are resistant to both common types of smut, crown rust and nearly all strains of black stem rust.)

Gopher oats, a Minnesota product, outyielded all of the hybrids in yield tests in northern and central Iowa this summer, altho the margin over Marion in most cases was close. Boone topped all varieties in the southern section.

Compared with 1938, yields of all oats were lower in southern Iowa and higher in northern and central Iowa. This may have the result of increasing the number of test plots, bringing in some poorer soils in the south and some better soils in the other two sections. In 1938, only three fields were tested in northern Iowa, two in central Iowa and three in southern Iowa.

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Feedstuffs

Findlay, O.—Feed merchants' day will be held here Oct. 31 by the Ohio Agricultural Experiment Station.

New Brunswick, N. J.—Operating costs in the feed business as presented by Professor E. H. Rinear featured the feed dealers' conference Oct. 4 under the auspices of the College of Agriculture.

Washington, D. C.—Trade practice rules for the sardine industry have been formulated by the Federal Trade Commission which until Oct. 23 will receive suggestions or objections. The rules cover trade in fish meal.

Lebanon, O.—The Roxanna Canning Co. is defendant in a complaint issued by the Federal Trade Commission for misrepresentation of Harty Brand and Blackspot Brand dog foods distributed under the names Harty Dog Food Co. and Dodds Packing Co.

Value of Cottonseed Meal and Ear Corn

In trials involving seven lots of 2-year-old feeder cattle, rations were designed to give information on (1) the value of cottonseed meal in a ration of shelled corn, corn silage, and oat straw; (2) the value of a ration containing ground ear corn and shelled corn; and (3) mixed protein supplements compared to cottonseed meal.

A comparison of cattle receiving a basal ration of shelled corn, corn silage, and oat straw with those receiving a supplement of cottonseed meal in addition to this ration indicated that the supplement added a markedly beneficial result in gains and finish of the cattle and increased the net returns over the feed costs.

A comparison of groups which received shelled corn, ground ear corn, and a mixture of shelled and ground ear corn (4:5), respectively, in addition to cottonseed meal silage and oat straw indicated that the cattle on ground ear corn made more rapid gains and sold at a higher price than those receiving shelled corn. While those receiving the mixture gained more rapidly but did not reach a higher finish than those on shelled corn. Gains on hogs following the cattle and the value of pork per steer after deducting the cost of extra feed was materially higher in the shelled corn lot than the ground ear corn.

A comparison of four groups receiving protein supplements of (1) cottonseed meal, (2) cottonseed meal, linseed meal, and soybean oil meal, equal parts, (3) a complex protein mixture plus minerals, and (4) the same as group 3, less minerals, indicated that the mixed supplements had only a very slight advantage over cottonseed meal alone in rate of gain or finish of cattle. Cattle receiving the complex mixture plus minerals slightly excelled the other groups in selling value.—Indiana Sta. Bull. 433.

Feedstuffs Movement in September

Receipts and shipments of millfeeds at the various markets during September, compared with September, 1938, in tons, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	4,540	4,140	.....	.....
Boston	428	297	.....	.....
Chicago	13,784	10,702	45,866	22,721
Kansas City	8,150	8,925	32,050	32,400
Milwaukee	130	135	13,410	4,900
Minneapolis	.....	1,626	34,825	25,370
Peoria	10,140	13,420	15,120	11,930

Swine Day to Reveal Value of Mixed Feeds

Eight lots of pigs, 80 head in all, will take the witness stand at Swine Feeders Day, Oct. 18, at University Farm, St. Paul, Minn., to answer a tremendously weighty question confronting hog men. This question is whether it pays to buy mixed feeds or use so-called "protein concentrates" at \$60 to \$65 a ton, when tankage containing about twice as much protein sells for less than \$60. These pigs have been grown on four different protein mixtures.

Six more lots of pigs will give their experience in comparing buttermilk with rape and alfalfa pasture as a means of supplementing corn self-fed in dry lots.

Several timely talks and an exhibition of breeding swine and show barrows will round out the all-day program, opening at 10 a. m.

Vitamins Shown in New Colored Motion Picture

A most unusual colored, talking motion picture, "Vitamins on Parade," showing vitamins and the part they play in chick health and growth has just been completed and is now ready for showing by Allied Mills, Inc., manufacturer of Wayne Feeds.

This picture was made under the supervision of Prof. E. B. Hart and Prof. J. B. Halpin of the Biochemistry and Poultry Departments of the University of Wisconsin.

More than a year was required to complete the photography which was done by Dr. M. E. Diemer, Director of the Diemer Photographic Laboratories, Madison, Wis. Dr. J. B. Christiansen, University of Wisconsin, served as technical adviser, and Dr. J. E. Hunter, Director of Biological Research for Allied Mills, Inc., as commentator.

"Vitamins on Parade" is just what the name implies, an educational colored motion picture showing the causes, effects and means of prevention of nutritional deficiencies of chicks.

Many persons have seen rickets, slipped tendons, curled toe paralysis, crazy chick disease, chick pellegra and other nutritional deficiencies in chicks, but have been unable to recognize or identify these deficiencies. This picture, thru the use of sound and color, shows and clearly describes the more important nutritional deficiencies; tells how to recognize them and how to prevent them.

Altho the picture has just been released it is already booked for showing before many poultry associations and agricultural groups. It will be available for use before hatchery flockowner meetings and other group meetings this fall and winter. Anyone interested in securing the film for educational purposes should write John L. Richardson, Allied Mills, Inc., Fort Wayne, Ind.

Carl B. Robbins, a California businessman and former instructor at Stanford University, has been appointed president of the C.C.C., succeeding Lynn P. Talley.

Dry Milk Stocks Practically Nil

All dried milk production thruout the country is, according to industry and government reports, considerably below a year ago. Reports for the month of September will also show reduction. Dry milk production for August was 16% below August a year ago (government report).

The supplies of animal feed dry skim milk, coupled with equally destitute supplies of buttermilk and whey, are practically nil.

These higher prices will undoubtedly stimulate much added production which should be available for the coming heavier feed requirements in the earlier months of the coming year.—Roud McCann, director American Dry Milk Institute.

Hay Movement in September

Receipts and shipments of hay at the various markets during September, compared with September, 1938, in tons, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	.....	36	.....	.....
Boston	407	242	.....	.....
Chicago	1,298	705	116	12
Ft. Worth	22
Kansas City	1,932	2,508	240	444
Minneapolis	128	84
St. Louis	168	12	24	72

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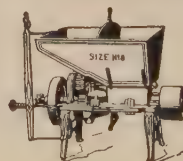
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Feed Dealers Roundup at Minneapolis Convention

Monday afternoon's general session was devoted entirely to the problems of the feed trade. Presiding officer was E. C. Dreyer, St. Louis, chairman of the Feed Affairs Com'te of the national ass'n. Practically the entire session was a panel discussion incorporating different divisions of the trade, north, east, south and west.

Laboratories Keep Mixed Feeds Good

RALPH M. FIELD, Chicago, president of the American Feed Manufacturers Ass'n, gave the national slant of the large manufacturers of mixed feeds.

"Our greatest problem," he said, "has been to convince the consumers of feed that commercially prepared rations are better than home mixed feeds. The mixed feed manufacturers have been on the defensive for several years. Now we are working with the agricultural colleges, and the experiment stations, and the larger ones are coming around to our way of thinking. We maintain close contact with feed control officials, working with them for the protection of the consuming public.

"Mixed feed manufacturers today sell results, rather than simply something for animals and poultry to eat. Feeds are built up from ingredients, and quality feeds have their foundation in quality ingredients.

"Protein is a general term. It covers a variety of combinations of 23 or 24 amino acids. No two proteins are alike in their combinations. Yet 10 amino acids have been found essential to animal life. Health breaks down if only one of these is absent.

"Vitamins have become important to the poultry trade. Recently I was shown a box with comparative samples of poultry feed ingredients. In it were two samples of dried milk. Both analyzed 33% protein. Both looked and tasted exactly alike. Yet one sample had only 10 micrograms of flavin per gram, while the other had 20. There were two samples of alfalfa meal apparently the same. But one had only 82,000 units of vitamin A compared with 190,000 units, or more than twice as much, in the other. The box contained other samples covering virtually every poultry feed ingredient, in which laboratory comparisons showed similar differences.

"The laboratory is what makes a commercially mixed feed better. Only the laboratory can determine the actual feeding value of an ingredient. Formulas supplied by agricultural schools, and experiment stations are good formulas. But the mixer must have quality ingredients from which to prepare them, and he cannot be sure of his ingredients unless they are laboratory checked.

"Ingredient buyers for mixed feed manufacturers not only use their laboratories to avoid buying errors, but the feeds prepared are tested in the feed lot. Mixed feeds cost a little more, but it is worth the difference to know that they will produce the expected results in practical feeding for profit."

Milfeeds Share in Milling

H. E. KUEHN, Minneapolis flour miller, pointed out that millfeed plays an important part in the business of milling flour. "Millfeed," he said, "is a by-product of the flour milling industry. Its price is a problem, because this fluctuates up and down with supply and demand, and 30% of a flour mill's business is millfeed. One car of millfeeds must be shipped for each three cars of flour, and millfeed is sold like flour, 30, 60 or 90 days in advance of delivery.

"Flour mills compete strongly for business, often taking business at close to production costs. So no mill can afford to be too bearish on the price of millfeeds. A difference of \$1 per ton in the price of millfeeds is equal to a difference of 5c per barrel on flour.

"Both the price of wheat, and the price of millfeeds may write a profit or loss into the

statement of a flour mill. When anything is done affecting either of these factors, new problems are created for flour millers, for millers, like grain dealers, are seldom able to keep themselves perfectly hedged."

Stay in Your Own Back Yard

L. H. PATTON, Glencoe, Minn., president of the Northwest Retail Feed Ass'n, combined country elevators, local mixers, and feed stores, in his review of problems faced by the retailer.

"Every retailer," he said, "must work out his own formula for success. But it seems to me that the progressive retailer must make of himself a house to house salesman, calling on the farmers and feeders, discussing their problems with them, if he is going to get the kind of prices for his feeds which will show a profit.

"The retailer who confines his effort to a radius of 10 to 20 miles from his plant will usually find that in this circumscribed area is all the cream and whole milk of the business. When greater distances are covered freight must be added to the cost of the feed, and freight never added anything to its feeding value.

"Merchandising is the major problem in the retail feed business today. The farmer wants to be sold. You can satisfy his ego and get better prices by visiting him."

The Wholesale Angle

FORREST LIPSCOMB, Springfield, Mo., president of the Missouri Grain Dealers & Millers Ass'n, approached the feed retailing problem from the wholesaler's viewpoint.

"Too often," he said, "the retailer thinks in terms of volume instead of profit per item sold. This is the delusion and snare that keeps so many of them in the marginal business class, and prevents their making the improvements around their properties which will attract trade.

"County agents will supply formulas to feeders. But most of these are a quarter of a century behind the times. The fastest progress in feeds and feeding has been made by the commercial feed manufacturer. The retailer who goes to great effort to sell ingredients like bran or shorts at 5c per bag profit makes little gain compared with the retailer who sells commercial feeds at 15c to 30c per bag profit.

"Cotton bags make good displays. Clean, well-painted premises attract trade. Good merchandising will increase volume and reduce overhead. Good merchandising assumes keeping up with the times, belonging to your state ass'n, reading at least one market sheet, your weekly or monthly trade publications, and one or two of the papers read by your customers."

The Eastern Angle

A. F. HOPKINS, Boston, Mass., chain feed store operator, said: "We have few of the problems in the east that you suffer in the

west. Our grains and feed ingredients we draw from all over this country, and from abroad. But in the east our cities are so close together that we cannot 'stay in our own back yard.' We must cover good sized areas competitively. Our greatest competitive weapon is quality, in both our ingredients and our completed feeds."

Contracts and the Honor Roll

CHAIRMAN DREYER, leading into a painful subject, said: "Major problem for virtually every division of the feed trade today is the 'letterhead dealer' who contracts for completed feeds or feed ingredients. If the market goes up he takes delivery. If the market goes down he skips his contract, refuses delivery, and lets the seller sit with his goods. While there are few 'letterhead dealers' they are a problem that must be dealt with. Some means should be found whereby the trade can inform its members about them."

DAVE STEENBERGH, Milwaukee, said: "The feed and grain business is an honorable business. We accept a man's word as his contract. Sometimes he lets us down, but fortunately this does not happen often. Our greatest trouble in Wisconsin has been sales by wholesalers who fail to deliver when the market goes up; or having delivered and the market going down, direct selling in the retailer's territory by truck or any means possible, at a lower price.

"In Wisconsin we created the honor roll as protection against direct selling. We cannot have a black list, but our voluntary honor roll, which now bears the names of 170 wholesalers, has received the close cooperation of the trade and has eliminated our cause of complaint."

RON KENNEDY, Des Moines, Ia.: "While we have no established honor roll, we follow its principles in Iowa."

E. C. KESSLER, Jamestown, N. Y.: "The retail feed business started in the east many years ago. In its early days in the east we suffered from many defaults on contracts. But today the business is highly honorable, and it is seldom that a default comes to light. Perhaps we've simply had more experience than time has developed in the west."

DAVE STEENBERGH: "Wisconsin's law requiring a retailer to mark his prices at least 6% above replacement costs, the wholesaler at least 2% over replacement costs, has done much to eliminate loss leaders and lost profits in the state's feed business. A truck law taxing merchant truckers \$200 for a license, and requiring bonds for the protection of those with whom the trucker does business, has eliminated most of our truck troubles."

F. W. THOMAS, Detroit, Mich.: "We are

[Continued to page 322.]

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Poultry Feeds and Feeding

Washington, D. C.—The farm production and distribution of turkeys and the number of turkeys on farms for each of 10 years past, by states, has been issued as a 25-page mimeograph prepared by S. A. Jones, senior agricultural statistician, and E. Smith Kimball, associate agricultural statistician. In 1929 16,536 turkeys were produced on farms. By 1938 the number produced has increased to 25,936.

Springfield, Ill.—The pronounced expansion in the number of turkeys raised in Illinois during the past 5 years brought numbers in 1938 to 472,000 or an increase of about 75 per cent over 1934 numbers. Commercial hatching of poulters has increased rapidly during the past three years and has replaced much of the farm hatching done formerly under hens. An increasing proportion of the turkeys is coming from the large flock producers. There are now many flocks in Illinois ranging from 1,500 to 2,500 birds, and several of 5,000 to 7,000 birds. Mason, Jasper, Lee, Wayne and Effingham Counties are heavy contributors to the state total.—A. J. Surratt, Sr. agricultural statistician.

Grain or Mash in Ration

It seems that all-mash rations give more nearly the same results as grain and mash laying rations where heat is supplied during the winter months, according to the research division of the Cayuga Milling Co.

However, it is evident that it is necessary to make a saving in labor or in some other way of some 25c or more per bird to be certain of equaling the returns above feed cost which would be obtained with a grain and mash ration instead of the all-mash.

Under the conditions of this experiment the use of an all-mash ration, even though supplemented with pellets, resulted in significantly lower egg production, higher feed cost per bird, materially higher feed cost per dozen eggs, and a decidedly lower return above feed cost per bird compared with results secured by the use of scratch grain, laying mash and supplementary pellets.

Different Levels of Calcium

There is perhaps no more difficult technical problem than that of determining the exact mineral requirements of animals. Altho much has been written about the need for and the use of calcium by the laying hens, the specific optimum levels of calcium for various conditions have not yet been determined.

From the Rhode Island Agricultural Experiment Station has come a report of three years' work along this line, in which the authors draw a few very definite conclusions. Observations were made on hatching results, feed consumption, feed efficiency and breaking strength of egg shells.

With the grain and mash system of feeding, it is concluded that 1 per cent of calcium carbonate in the mash, without any supplementary calcium such as oyster shells, is insufficient to meet the needs of laying hens, as measured by egg production, shell strength or hatching power.

There was little advantage in feeding a mash containing 8 per cent of calcium carbonate in contrast to one containing 5 per cent under the conditions of these experiments.

Since hens fed the regular ration plus oyster shells actually consumed less calcium than did those fed a mash containing 8 per cent of calcium carbonate, and yet produced eggs which were superior for both hatching and market purposes, it is suggested that either excessive amounts of calcium carbonate are poorly utilized or coarsely ground calcium carbonate is more efficiently utilized than is the finely ground product.

Oats for Cannibalism

It has been demonstrated by experiments at the Western Washington Experiment Station that when pullets are fed hulls and fibre contained in the ground oats in the mash and whole oats in the hoppers that they do not have the desire for feather picking and cannibalism and, later on, pickouts. This habit has proven very disastrous in a number of flocks and a preventive is gladly welcomed. This large addition of oats does not upset their ration, but produces fine pullets.

When the pullets' combs start to grow, they will want more developing mash due to the increased demand for protein.

Manganese and Vitamin B

The role of manganese in poultry nutrition has been the subject of considerable study during the past few years, and the effects of this element are being determined for both young and mature chickens. Interesting sidelights are also being brought out through experimental studies with other animals.

Studies with rats at the Montefiore Hospital, New York City, with diets high in vitamin B, showed interference with lactation, loss of the maternal instinct, cannibalism and progressive loss of fertility. Normal conditions were restored when the level of vitamin B was reduced.

Similar high levels of vitamin B had been fed successfully at other laboratories, but with different basal rations. In trying to discover the reason, it was found that the addition of manganese to the high vitamin B diet completely eliminated the difficulties.

Continued tests seem to have demonstrated that manganese is essential to the utilization of vitamin B in the tissues, altho it is possible that other oxidative, catalytic metals, such as cobalt or copper, might also be effective. An interesting speculation also is that the level of manganese may influence the vitamin B requirement. Chickens are not often subjected to a deficiency of vitamin B, but the possibility of a need for added manganese for efficient utilization of the vitamin should not be overlooked.—International Review of Poultry Science.

Vitamin A Requirements of Laying Hens

Six groups of hens of tested egg-producing ability were maintained on experiment for one year (July 9 to July 9) by the University of California.

The basal ration for the various groups was supplemented as follows: 1, check; 2, 3, and 4, carotene in oil to supply 1,800, 3,600, and 7,200 International Units of vitamin A; and 5 and 6, shark-liver oil to supply 1,800 and 3,600 I. U. of vitamin A per pound of ration, respectively. Data are reported on the feed consumption, percentage mortality, egg production, hatchability of fertile eggs, vitamin A storage in the livers of hens at the end of the trial, and the growth rate and survival of chicks for the 6 groups.

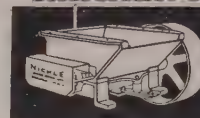
The lower level of carotene feeding proved inadequate for satisfactory hatchability, while an equal level of vitamin A units supplied by shark-liver oil allowed satisfactory hatchability. Rat assays at the end of the trial indicated that the carotene supplement had lost approximately one-third of its original vitamin A activity. A ration containing the lower level of shark-liver oil calculated to contain 2,027 I. U. of vitamin A per pound of feed appeared to represent about the minimum dietary level of vitamin A, which was satisfactory for all purposes.

These results, along with recent findings of other investigators, led to the conclusion that about 2,500 I. U. of vitamin A per pound of feed may be considered as a minimum practical recommendation for poultry feeding.

Kalo for Growing Chicks

The Nebraska Exp. Station studied the effect of replacing 31 per cent of ground corn in a chick growing ration by 31 per cent of ground kalo in a growth and body analysis experiment with newly hatched chicks, in which the feed intake of the two lots was kept identical by the hand-feeding of pelleted rations. No significant differences in rate of growth or in the percentage reduction of nitrogen, calcium and phosphorus was evident at the end of a 6-week trial. Some instances of wing and toe picking occurred in the kalo-fed lots.

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Feed Correct Amount of Alfalfa

There is ample evidence in the poultry industry of the tendency to go to extremes in the use of certain management and feeding practices, a recent example being the use of alfalfa meal. Because it is known to be a valuable ingredient in poultry rations some persons have used it at too high levels.

The results of a test at the Rhode Island Agricultural Experiment Station are of interest in this connection. Five different groups of hens were fed rations in which the mash used contained 0, 5, 10, 15 and 20 per cent of alfalfa leaf meal.

There was a close association between the amount of alfalfa fed and the depth of yolk color. Analysis of the yolk color showed an increase in the amount of red and a decrease in the amount of yellow and black with increasing levels of alfalfa leaf meal.

Hatchability was not appreciably affected by any of the first four levels, but when 20 per cent of alfalfa was fed there was a considerable decrease in hatching power. Similarly, egg production and efficiency of feed utilization in terms of eggs were lowest for the lot fed 20 per cent of alfalfa leaf meal in the mash.

While optimum levels of alfalfa were not established by these feeding trials, it is clear that too high levels are detrimental.

Suggested Formulas for Poultry Feeds

The Texas Agri. Exp. Stat. in its July, 1939, circular suggests approved formulas for special purpose mixed feeds, among which are the following:

All-Mash Chick Starter

The following formulas for all-mash chick starter are suggested to be fed according to the directions given:

Formula No. 1

	Per Cent
Yellow corn meal	25 1/4
Wheat gray shorts	20
Milo meal	18
Pulverized whole oats	10
41% protein soybean oil meal	7
Dried skimmed milk	7
50% protein meat and bone scraps	6
Dehydrated alfalfa meal	4
Ground oyster shell	1 1/2
Raw bone meal	1 1/2
Salt	1/2
Fortified fish oil	1/4

Suggested guaranteed analysis: crude protein 17.00%, crude fat 3.50%, crude fiber 5.50%, nitrogen-free extract 52.50%.

Formula No. 2

	Per Cent
Yellow corn meal	24 1/4
Wheat gray shorts	20
Milo meal	18
Pulverized whole oats	10
65% protein vacuum-dried fish meal	6
43% protein cottonseed meal	6
41% protein soybean oil meal	6
Dehydrated alfalfa meal	4
Dried whey	2
Ground oyster shell	2
Raw bone meal	1
Salt	1/2
Fortified fish oil	1/4

Suggested guaranteed analysis: crude protein 18.00%, crude fat 3.50%, crude fiber 6.00%, nitrogen-free extract 52.00%.

Formula No. 3

	Per Cent
Corn meal	41 1/2
Wheat gray shorts	20
Pulverized whole oats	10
65% protein vacuum-dried fish meal	6
43% protein cottonseed meal	6
41% protein soybean oil meal	6
Dehydrated alfalfa leaf meal	4
Dried whey	3
Ground oyster shell	2
Raw bone meal	1 1/2
Salt	1/2
Fortified fish oil	1/4

Suggested guaranteed analysis: crude protein 18.00%, crude fat 3.50%, crude fiber 6.00%, nitrogen-free extract 52.00%.

In Formula No. 1 dried buttermilk may be substituted for dried skimmed milk.

All-mash chick starter is a complete ration for starting chicks. The starter and clear water should be before the chicks at all times and may be fed for six to eight weeks. When fed longer than this time some grain may be fed also.

Turkey Production in 1939 Large

An increase of about 22 per cent in the size of the turkey crop this year over last is indicated by Sept. 1 reports to the U.S.D.A. This is a considerably smaller increase than indicated by the evidence of hatchery operations and the earlier reports of poult on hand.

This percentage increase applied to the number of turkeys raised in 1938 points to about 31,957,000 turkeys raised this year. A turkey crop of this size would be the largest of record, exceeding by 15 per cent the previous record high production of 27,725,000 birds in 1936.

The decrease noted for many years in the number of small turkey flocks apparently has been reversed this year. Reports received indicate an increase this year over last of about 10 per cent in the proportion of crop reporters keeping turkeys. The increase was approximately 25 per cent in the West North Central States.

Beware of Manganese in Form of Rhodochrosite

Previous work at the Michigan Agricultural Experiment Station had shown that manganese was ineffective in preventing perosis when supplied as the natural carbonate ore, rhodochrosite. In view of the beneficial results obtained with precipitated MnCo₃, this discrepancy was difficult to explain.

To extend observations, feeding experiments were conducted by Selma L. Bandemer, J. A. Davidson and P. J. Schaible to determine the effect of particle size, impurities and additional treatment of the ore when added in varying amounts to a perotic ration. Particle sizes ranging from 60 to less than 300 mesh showed no significant effect on the incidence of perosis. Common impurities added to precipitated MnCo₃ in the amounts present in the ore did not cause leg trouble and rhodochrosite after roasting or dissolving in HCl, was as effective as the precipitated carbonate.

Parallel experiments were carried on in vitro by equilibrating a definite amount of natural or precipitated carbonate in water or N/10 HCl at body temperature for varying lengths of time. In this manner, the difference in action of the natural and precipitated carbonates was readily noted. Various particle sizes of rhodochrosite gave only slight differences in solubility. The ore was not as soluble nor did it come to equilibrium as rapidly as the precipitated carbonate. The introduction of certain mineral

concentrates into this system in increasing quantities reduced the soluble manganese; the reduction was more pronounced with the ore. Corresponding relationships were also observed in the presence of organic matter such as is found in ordinary poultry rations.

The similarity of the results of the in vivo and in vitro experiments indicates that rhodochrosite is not suitable for use in preventing perosis whereas the precipitated manganese carbonate is efficacious. Unfortunately, feed manufacturers at present are being supplied with the carbonate as rhodochrosite.



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Feed Prices

The following table shows the closing bid price each week for January futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot			Kansas City	
	Bran	Midds		Bran	Shorts
Aug. 26	15.00	15.50		14.55	15.75
Sept. 2	17.50	18.00		17.30	18.95
Sept. 9	23.50	24.50		18.70	20.25
Sept. 16	22.00	23.00		19.90	21.75
Sept. 23	20.00	21.00		19.10	21.20
Sept. 30	18.50	18.50		19.00	21.25
Oct. 7	18.50	18.50		18.75	21.10

	*St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
Aug. 26	17.90	18.25		22.20
Sept. 2	20.65	21.15	77 1/2	23.20
Sept. 9	21.85	22.75		35.30
Sept. 16	23.00	23.75	80 3/4	36.70
Sept. 23	22.15	23.50	84	37.00
Sept. 30	22.25	23.25	82 1/2	33.00
Oct. 7	21.90	23.25	81	28.20

	Cottonseed Meal		Kansas		Chicago	
	Ft. Worth	Memphis	City	Alfalfa	Corn	
Aug. 26	24.00			18.50	45 1/2	
Sept. 2	24.00			18.50	45	
Sept. 9	28.00	24.85		22.75	50 1/2	
Sept. 16	31.00	27.25		24.00	60 1/2	
Sept. 23	31.00	26.50		23.50	57	
Sept. 30	34.00	24.30		24.00	51 1/2	
Oct. 7	34.00	24.00		23.50	48 3/4	

*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

Feed Men's Roundup

[Concluded from page 319.]

convinced that most defaults on contracts result from failure in the meeting of minds in the first start. When we make a contract for future delivery we start reminding the other party to the contract well in advance of delivery date of the existence of the contract. This practice does much to eliminate defaults."

FRED K. SALE, Indianapolis, Ind.: "Our ass'n keeps no lists, white or black. But our membership cooperates closely with the ass'n, and information gets around."

FORREST MOYER, Dodge City, Kan.: "Our state has few exclusive feed dealers. But the grapevine system protects most of them."

L. H. PATTON, Glencoe, Minn.: "What should we do when we do have a delinquent contract? Our firm believes in enforcement. The courts say that a contract means just what it says. In one case where we had to use the courts to enforce a contract, we found unexpectedly that we did not lose the customer's trade. The customer simply gained a new respect for our contracts."

W. D. FLEMMING, Minneapolis, Minn.: "The Northwest Retail Feed Ass'n has no honor roll. But it makes honorary members of reputable wholesalers, in such manner that their names can be dropped from the list if they fail to live up to the contracts, or do not play fair with the retailers."

"We believe that the national ass'n should draw up a code of ethics for the feed trade that would unify the practices thru the country, and give state ass'ns a basis from which to work."

This suggestion met the approval of all present. Action was left to Chairman Dreyer, head of the ass'n's feed division.

Adjourned *sine die*.

Untreated Cottonseed Meal Injurious to Pigs

By W. L. ROBISON, Ohio Experiment Station.

When it is fed under dry lot conditions and used in sufficient quantities to supply the protein needed to balance corn, cottonseed meal is often injurious to growing and fattening pigs.

Differences of opinion have existed as to the cause or causes of the harmful effects from feeding cottonseed meal to pigs. Among earlier suggestions of possible causes of the injurious effects of cottonseed meal were: an excess of acid-forming over base-forming elements, the oil present in the meal, the fiber or lint in it, unsaturated fatty acids, decomposition products, nitrogenous materials, and certain compounds of phosphorus.

More recently one group of workers has concluded that the proteins of cottonseed meal are of high quality and that the trouble arises from feeding the meal in rations that are deficient in vitamins and minerals. Another group has reported that the inadequacy of the proteins is the causative factor and that the gossypol in the seed, which is recognized as toxic, is changed to a bound, insoluble, or harmless, form during the process of manufacturing the meal. A third group does not claim that the proteins of cottonseed meal are completely adequate for optimum results, that there is no deleterious effect if cottonseed meal is used in deficient rations, or that all of the ill effects that may be encountered are necessarily due to gossypol. This group is of the opinion that unless something is done to overcome its harmful effect, gossypol, or some constituent of many cottonseed meals, is definitely injurious and that even when such meals are used in rations which provide ample quantities of the various essential nutrients this constituent is still detrimental.

Protein concentrates of plant origin are deficient in minerals and in vitamin D. Fairly good results are obtained, however, even under dry lot conditions, when suitable inorganic minerals and from 3 to 5 per cent of green, leafy,

sun-cured alfalfa or other leguminous hay are fed in connection with yellow corn and such protein concentrates as linseed or soybean oil meal.

In seven dry lot trials pigs that were carried from approximately 55 to 190 pounds in weight and fed linseed meal with yellow corn and minerals gained 0.94 pound daily a head and consumed an average of 433 pounds of feed per 100 pounds of gain produced. In two other trials in which ground alfalfa was also included in the ration the pigs made an average gain of 1.08 pounds daily and required 416 pounds of feed per 100 pounds of gain produced.

In 11 dry lot trials, pigs that were carried from approximately 60 to 200 pounds in weight and fed yellow corn, soybean oil meal, and minerals, gained 1.12 pounds daily a head and required 405 pounds of feed per 100 pounds of gain produced. In four other dry lot trials, pigs that were carried from 54 to 210 pounds in weight and fed yellow corn, soybean oil meal, ground alfalfa, and minerals, gained 1.21 pounds daily a head and required 392 pounds of feed per 100 pounds of gain produced.

Feed mixtures composed of white corn or small grains and tankage or plant protein concentrates are deficient in vitamin A. From 3 to 5 per cent of good quality leguminous hay improves such a ration by supplying vitamin A as well as vitamin D and other nutrients.

Since rations of linseed meal or soybean oil meal combined with yellow corn, alfalfa, and minerals are not so seriously deficient in minerals and vitamins as to prevent them from being fairly effective, the chances are that rations of cottonseed meal, a feed of somewhat similar character, combined with corresponding amounts of the same feeds are not either.

Since 1928, 11 dry lot experiments with as many different shipments or lots of hydraulic or standard cottonseed meals have been carried on at the Ohio Experiment Station. These included 14 groups of pigs. Rations of yellow corn, cottonseed meal, ground alfalfa, and minerals were fed. The losses sustained in each of the experiments are shown in table 1.

With the exception of the 36 per cent protein cottonseed meal fed one group of pigs in the experiment started July 1, 1930, the cottonseed meals contained approximately 41 per cent of protein. The cottonseed meals for lots 3 and 5 in the experiment started July 6, 1938, were cooked with steam under pressure before the oil was pressed out.

Cod-liver oil made up 0.5 per cent of the ration fed lot 3 in the experiment started May 3, 1933.

Except in one in which there were no deaths in a group of eight pigs, the mortality was not less than 37.5 per cent in any one of the 11 experiments. Out of a total of 124 pigs, 66 died. This is an average death loss of 53.2 per cent. The cottonseed meals for the meal fed lot 3 in the experiment started July 6, 1938, were cooked with steam under pressure before the oil was pressed out. Those for the meal for lot 1 in the same experiment were not. Both meals were made from the same supply of cottonseed. Dr. J. O. Halverson of the North Carolina Experiment Station reported them higher in gossypol than any other meals he had analyzed for gossypol content. With these two groups omitted, the average death loss was 46.2 per cent.

Harmfulness Not Overcome by Supplying Vitamin A.—Conclusive evidence that a de-

ficiency of vitamin A was not responsible for the injurious effect of such rations was provided in different ways.

In one of the experiments a group of pigs that had been fed a vitamin A deficient ration composed of white corn, cottonseed meal, tankage, minerals, and cottonseed oil containing a vitamin D concentrate began showing the effects of a lack of vitamin A after having been on feed from 24 to 31 weeks. The symptoms observed were impaired vision, muscular incoordination, a lack of muscular tone, a staggering gait, and a pronounced swaying or drooping of the back. When yellow corn was substituted for the white corn and cod-liver oil for the cottonseed oil and vitamin D concentrate, the vitamin A deficiency symptoms disappeared and fairly normal growth took place.

The usual symptoms of cottonseed meal injury were a loss of appetite, a general listlessness, an anemic appearance, thumping, or labored breathing, and eventually death. In Bulletin 410 of the Texas Experiment Station, Dr. R. C. Dunn gives the following macroscopic lesions as post-mortem findings in cottonseed meal poisoning: "plural and peritoneal cavities, excessive quantities of serous fluid; heart, dilated and flabby; lungs, congested and edematous; liver, enlarged and passive congested; spleen, congested; kidneys, congested; lymph glands, when affected, congested and swollen."

In experience at the Ohio Station large quantities of an amber-colored serous fluid in the peritoneal and pleural cavities, and inflammation of the blood vessels of the intestines and mesentery have been characteristic post-mortem symptoms.

Both the ante- and post-mortem symptoms of cottonseed meal injury were distinct from those of avitaminosis A.

Cod-liver oil was fed along with yellow corn, cottonseed meal, ground alfalfa, and minerals to one of the 14 groups previously mentioned. Although this ration undoubtedly contained an abundance of vitamin A it produced the characteristic effects of cottonseed meal feeding. Three pigs out of eight in the group died.

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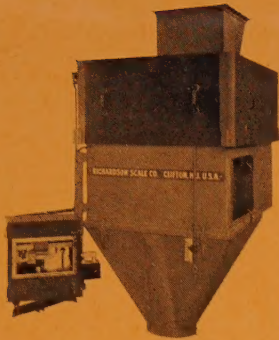
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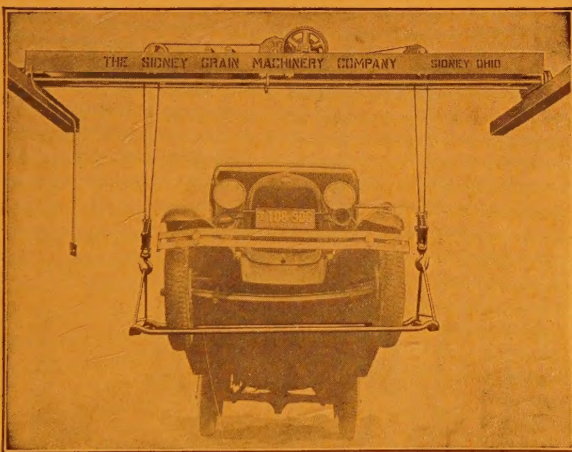
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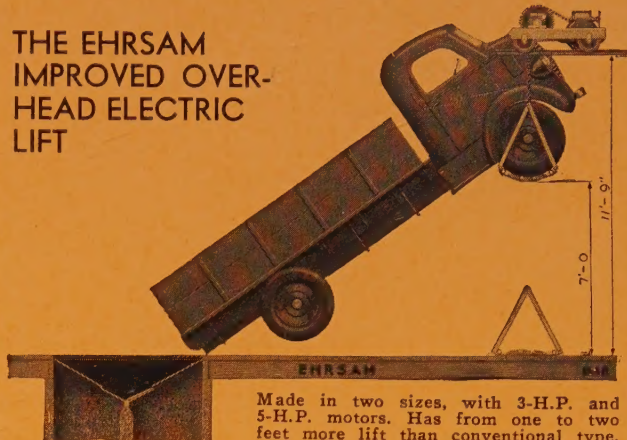
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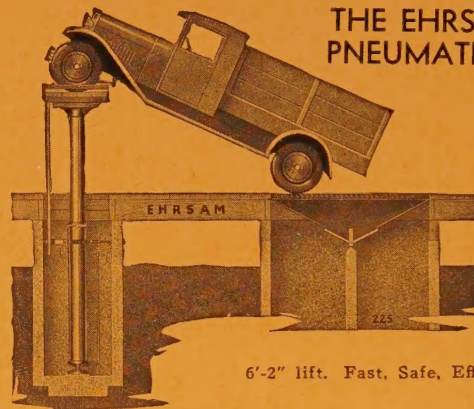
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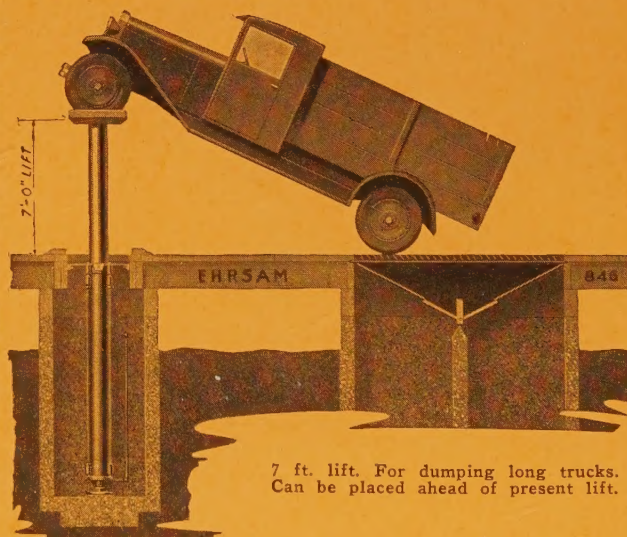
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